

784 CHEMIST & DRUGGIST

newsweekly for pharmacy

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NEWS OF THE WORLD
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FAMILY CIRCLE
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Placidex a paracetamol syrup suitable
for children from 3 months.

from E.C. De Witt & Company Ltd, London E10

**Guild refused
Industry Act
registration**

**Pharmacy at
The Queen's
University**

**Westons
maintain
progress**

**A challenge
to small
companies**

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An unusual gift that will never be forgotten. Agfamatic—the 'Sensor' camera that costs little more than an ordinary cassette model.



CHEMIST & DRUGGIST

113th year of publication Vol. 196 No. 4784

The newsweekly for pharmacy

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154 Fleet Street, London, EC4A 2DL
(01-353 3212)**Midlands office**240-244 Stratford Road,
Shirley, Solihull, Warwicks
021-744 4427**Scottish office**74 Drymen Road,
Bearsden, Glasgow
041-942 2315**North East office**Permanent House
The Headrow, Leeds LS1 8DF
Leeds 22841**North West office**491 Chester Road,
Old Trafford, Manchester M16 9HF
061-872 5151**Subscription** Home and Overseas £8 pa;
£0.30 per copy (including postage)

Contents ©

Member Audit Bureau
of Circulations**A Benn Group Journal**

There is a real danger of enthusiasm for ecology "getting out of hand", said Mr G. J. Wilkins, chairman, pharmaceutical division, Beecham Group, when he opened Interphex '71 this week (see p 717)



Hold everything!

Here comes the big name pack with success written all over it!

Silvikrin Hairspray with money off both sizes*

Three variants (Normal, Dry, Greasy).

Don't hold back for a minute—stock up today for certain success!

(*4p off Regular size, 6p off Economy size).

Guild refused Industry Act registration

The Guild of Hospital Pharmacy's application to be put on the special register under the Industrial Relations Act has been refused.

The stated grounds are that it was not a corporate body by the time the Act was passed at the beginning of August.

That was reported to a meeting of the Guild Council on November 6 and members decided to set up a working party to urgently consider the matter and to see what other courses of action were open to the Guild.

The salaries secretary reported that the Whitley Council Committee was to request the Secretary of State to appoint an independent panel of pharmacists and other professional persons to examine applications made by hospital authorities for special consideration of the grading of chief pharmacists at teaching hospitals.

He also reported that there was no agreement on a claim for payment of pharmacists providing "on call" services. Council decided to consider the matter further.

A claim for payment of students taking the Bradford University sandwich course, during their first period of six months practical training in hospital, was not settled either. The question of the application of "Noel Hall" salary scales to health centre pharmacists had been referred to the joint secretaries for further consideration.

A deputation from the General Whitley Council went to the Department of Health and Social Security on October 26 to impress upon the Secretary of State the importance of consultation with staff interests in any reorganisation of the Health Services.

Several suggestions for improving communications with the membership and keeping members informed about Guild activities were considered. It was agreed that the salaries secretary should be given permission to communicate to the Press reports of Whitley Council negotiations at his discretion during the course of such negotiations.

A one-day conference will be held at Aston University, Birmingham on May 13, 1972.

O-t-c medicine makers meet in London

Lord Aberdare, Minister of State at the Department of Health and Social Security, will open the first general assembly of the World Federation of Proprietary Medicine Manufacturers in London on November 29.

Speakers at the first session are former Federal German Chancellor, Dr Ludwig Erhard, on the social and economic aspects of home medication, and Commissioner of the US Food and Drug Administration, Dr Charles C. Edwards, who will speak on the role of home medication in the USA.

More than 250 delegates will attend the two-day conference representing associations of manufacturers of proprietary medicines and allied products in Europe, the United States, Canada, Japan and South Africa.

The conference will be concerned with the social, economic and medical aspects of home medication. In addition it will consider the industry's relations with international organisations and the authorities in the countries where the proprietaries are manufactured and marketed.

One session will be devoted to an examination of voluntary control of standards in advertising practice. Another will be devoted to safety in closures and packaging.

Plastics Cup for NPU sign

The "NHS Prescriptions Dispensed" sign now being sent out by the National Pharmaceutical Union was awarded a first prize and the Commercial Plastics Cup at the National Point of Sale and Screen Printing Exhibition (SPEC 71) at Olympia recently.

A novel feature of the sign is the use of bevelled-edged Day-glo Perspex for the carboy



The new NPU "Prescriptions Dispensed" sign with the Cup and Certificate of Honour it won at SPEC 71 (see story this page)

cut-outs. In their contrasting green and orange colours these carboys fluoresce brightly—irrespective of the intensity of available daylight.

Price of the sign is £3.85 (including postage and packing) and the sign is available to NPU members only.

A special version of the sign for Northern Ireland members who are unable to use the NHS wording is being prepared.

The grand prix at the exhibition was won by the Gala Group with a Mary Quant dispenser stand.

'Ecology out of hand'

The banning of DDT and cyclamates has caused a good deal of damage, said Mr G. J. Wilkins, chairman, pharmaceutical division, Beecham Group Ltd, when he opened the third Interphex exhibition in London on Tuesday.

Malaria had been under control but now it was coming back as the mosquitoes were no longer being destroyed.

Mr Wilkins added: "We are in the midst of a frantic and emotionally charged wave of comment and publicity over consumerism and concern for ecology."

He believed there was a real danger of this getting out of hand and causing more damage than benefit.

The exhibition and its predecessors showed that the pharmaceutical and allied industries had a proper perspective on the problems, declared Mr Wilkins.

The constant collaboration between makers of equipment and of consumer products to improve accuracy, analytical methods and product quality had resulted in considerable benefits in safety and efficiency.

Gall-stone cures without surgery

The use of surgery to treat gall-stones may be avoided by employing a natural substance now being investigated in three British hospitals, and a US clinic, where several remissions have been achieved.

Chenodeoxycholic acid, being made by Weddel Pharmaceuticals, is designed to make good the commonest deficiency in abnormal bile which leads to the build-up of cholesterol and gives rise to stones.

So far, no adverse side effects have been found. It is thought to dissolve away the gall-stone during prolonged treatment.

Animal bile is being used as a source of supply.

The Committee on Safety of Drugs have approved its use for clinical trials but the substance is not expected to be available for some months.

Photo sales up by £47m

Deliveries of photographic equipment including sensitised materials during the second quarter of 1971 reached the record level of £47m, 1 per cent more than in the second quarter of 1970. There was a 5 per cent rise in deliveries of sensitised materials, but deliveries of photographic hardware fell by 6 per cent. The main changes took place in the home market with deliveries of hardware falling by 15 per cent while that of sensitised materials increased by 8 per cent.

According to the Department of Trade's *Business Monitor* which gives those figures, total deliveries of photographic equipment and sensitised materials in the first half were 9 per cent up on 1970.

YOU'RE OFF ON A STA-BLOND
SALES SPIN!



**Big, 130 spot campaign
on Radio Luxembourg
makes Sta-Blond your
top-of-the-pops shampoo**

As you know, Sta-Blond is in consistent demand by natural blondes, year after year. Now, it's going to be bigger still. We're on the air as many as three times some nights, right through to Spring 1972. On Radio Luxembourg, the sound that sells today's young market. The regular nightly audience is over 5 million. So check your Sta-Blond stocks. Right away.

Sta-Blond — for real blondes
(Normal, greasy or dry hair shampoo)

Minister for small firms?

The setting-up of a special small-firms division within the Department of Trade and Industry is recommended in the report of the Bolton Committee on small companies published last week.

The division should have a minister responsible for its operation, and would monitor the "health of small firms" and take action if the situation in respect of them were to deteriorate.

The principal findings of the committee come under two heads: first, that the small-firms sector is declining steadily in size and in its share of economic activity; and, secondly that the existence of a lively small-firm sector is "vital to the health, if not the existence, of the private enterprise system."

It is suggested that the decline of the sector has gone further in Britain than in other developed economies, and that it is possible to see a time—if present trends continue—when the sector will not be viable. If the pattern does continue, there will be virtually no small firms in manufacturing industry by soon after the end of the century, says the report.

Despite the decline, and despite the committee's belief in the importance of the small company, it was felt that there is no case at present for discriminating in favour of small firms.

The committee recommends against subsidies, tax concessions and other differential measures—but in favour of numerous other moves designed to get rid of the "inequities and disabilities which small firms now suffer usually as a result of unintended neglect by government."

In the section concerned with the importance of small companies to the economy, the report sets out eight important functions which they perform:

- They provide a productive outlet for the energies of a large group of enterprising and able people, who are often less suited to a large organisation.
- In industries where the optimum size of production unit or sales outlet is small, the most efficient form of business is often a small company.
- Small firms add greatly to the variety of products and services offered to the consumer.

- Many of them act as suppliers to large companies at lower cost than the large companies could achieve.
- They provide competition—both actual and potential—and thus a check on monopoly profits and inefficiency.
- Small firms are important low-cost sources of innovation in products, techniques and services.
- The small-firm sector is the traditional breeding ground for new industries.
- They provide the means of entry into business for new entrepreneurial talent and the seed-bed from which new large companies grow to challenge and stimulate the established leaders of industry.

Essentially, the report is concerned with the owner-managed business. Small firms were defined as follows: Manufacturing, 200 employees or fewer; retailing, turnover £50,000 or less; wholesale trades, turnover £200,000 or less.

... and the retail outlook

Voluntary trading groups, as a means of furthering the cause of the small retailer, are commended in the Research Report on retailing published by HM Stationery Office as one of 18 supplements to the Bolton Committee reports on small firms (£0.45).

The Research Report places "small retailers" in three categories: the "grower," the "stayer" (one who, because of geographical or other factors, is destined to stay small) and the "closer."

Although the Committee's working definition of a small firm was that of a business having up to £50,000 turnover a year, the sectional report says it has concerned itself especially with those turning over less than £10,000.

The suggestion is that the "stayers" and "growers" could be helped by voluntary groups, the expansion of trade associations' consultancy services, and training facilities.

The report's general conclu-



The two national winners of the recent Lenthéric Onyx window competition were recently presented with their prizes at a luncheon held in the company's Bond Street showroom. They were: Mr P. Roberts, Harvey Ltd, Park Street, Camberley, Surrey, in Category I, and Mr Roy Winkworth, Victoria Pharmacy, 7 Wilton Street, London, SW1, in Category II. Roy Winkworth is seen here (right) being congratulated by the managing director of Lenthéric, Mr Leslie Robinson.

sion echoes that of the Bolton document itself—that no support can be given to measures to arrest the closure of small business by legislation: "Resources must be allowed to move to their most productive use."

It adds: "There are, however, strong arguments in favour of facilitating the closure of uneconomic small firms . . . and in making some training a necessary qualification for new entrants."

Comment, page 731
Report of the Committee of Inquiry on Small Firms, HM Stationery Office, price £2.65½ [18 special research studies also available separately.]

The future with the NPU

"The NPU cannot promise its members a soft future, but it has provided some potent weapons for success in the business battle."

That quotation comes from a new booklet, "The National Pharmaceutical Union: fifty years' service to independent pharmacy," published to celebrate NPU's golden jubilee.

The booklet looks at the Union's past, and its present services, and forecasts that "as far as one can see into the future, the pharmacist will still be the only possible supplier of the bulk of medical products, and in most cases sustain his specialised function with a selective trade in other merchandise."

However, a time is envisaged when all NPU members are connected to a central computer from which inter-firm comparison and other data will be available without the delays of documentation.

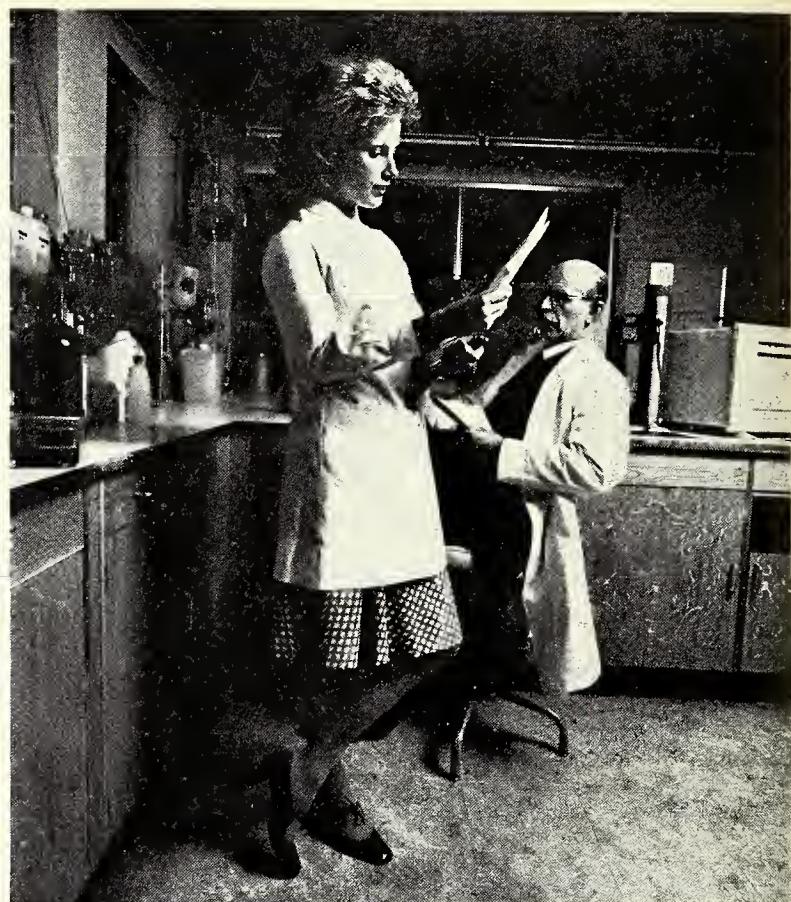
"Pharmacists would be trading in a continuously monitored market and able to profit from the valuable and timely information."

VAT to be in Finance Bill

Value added tax legislation will be included in the Finance Bill to be published next spring, and the budget will be before Easter, the House of Commons was told on Tuesday.

Answering questions for the Secretary for Social Services on the same day, Mr M. Alison, Under-secretary, told Mr Joel Barnett that no specific criteria were used to determine whether a drug supplier was making excessive profits. "We have to try to satisfy ourselves that prices charged to the NHS for all pharmaceutical products are fair and reasonable and that this industry is strong, efficient and capable of the research and development necessary for new medicines."

Mr Alison told Mr L. Pavitt that an increase in the number of visits to doctors by regional medical officers was due more to discussion of unusual patterns of prescribing, particularly of drugs of dependence, than to checks on high prescribing costs.



They solve a long standing problem.

Support tights don't have to look thick and ugly to do their job.

Our new Sheer-Support are made from Lycra to give them strength, and Tendrelle which makes them look as sheer and feel as soft and silky as our normal tights.

They come in the latest fashion shades and three sizes,

and you can sell them for around £1.25p.

For legs that need a little more help, you can offer our Tru-Support tights (just as soft and silky) at £1.75p.

Both of them are what a lot of women have been waiting for.



PRETTY POLLY
SHEER SUPPORT
TRU SUPPORT

ALL PRICES SHOWN ARE RECOMMENDED RETAIL PRICES.

'Pill' makers redeploying resources

"The cumulative effects of continuous hostility towards oral contraceptives by the international media throughout 1964-70, coupled with the increasing demands of the health regulatory agencies, especially that of the USA, have now had a pronounced discouraging effect on manufacturers who are switching their research resources to areas which are economically, politically and emotionally less stressful."

That was one of the points made by Mr Ronald Levin, marketing director of Syntex Pharmaceuticals Ltd, when he spoke to members of the Berkshire Publicity Association on November 3 about "The trials and tribulations of marketing the pill."

Mr Levin said that legal and illegal abortion—the method of birth control most widely practised in the world—left "a trail of emotional and physical handicaps among those who have undertaken it."

The solution lay in encouraging the practice of the precautionary methods among which the pill was foremost.

"The technical problems associated with the pill have now been largely overcome and the anxieties of the vast bulk of expert medical opinion allayed. The only remaining barrier is largely political. I am confident, however, that when the political barriers are removed, we will have the satisfaction of knowing that our trials and tribulations were suffered and overcome to good effect."

Beware the 'professionals'

The profession must not be hoodwinked or mesmerised into regarding the development of "purely professional" pharmacies as inevitable if Britain joins the EEC, said Mr J. Wright, NPU director, last week.

Speaking at the joint dinner of the Epsom, Sutton and District branches of the NPU and the Pharmaceutical Society, he said that although there would be those who said that retail pharmacy would have to throw out cosmetics, photographic business, etc, and concentrate on dispensing and the sale of medicines, there would be a continuing need in the public interest for the community to

have ready access to pharmacies, as underlined by the rpm decision of the Restrictive Practices Court.

The NPU would continue to keep "a wary eye" on developments, press for increases in NHS remuneration through the Chemist Contractors Committee and for limitation by way of the NHS contract to stop "leapfrogging."

"We will continue to provide members with the services and facilities that they need to survive and prosper in the increasingly competitive markets that they will have to operate in, in the future", said Mr Wright.

Collection and delivery service

Pharmaceutical services are likely to be restored in the West Lothian village of Winchburgh.

Mr Tam Dalyell, Member of Parliament for West Lothian, has received a letter from the Parliamentary Under-Secretary of State for Health and Education, Mr Hector Monro, saying that the possibility of setting up a collection and delivery service between Winchburgh and the two pharmacies in Broxburn was being examined by the Executive Council in conjunction with the Pharmaceutical Secretary's Scottish Department.

Mr Monro said: "Although detailed arrangements remain to be settled, it now seems fairly certain that such a service will be implemented."

□ The parish council of Mellington (near Liverpool) have submitted a scheme for approval to the Pharmaceutical Society for a prescription delivery service.

The proprietor of a local newsagent's shop has agreed to the use of his premises as a collection and distribution point for prescriptions.

He has undertaken to take them to an Aintree pharmacy and to return the medicines given out in sealed and labelled packages from his shop.

Irish news

Association dinner

The annual dinner and dance of the Southern Region Pharmacists' Association is being held at the Metropole Hotel, Cork at 8 pm on November 16.

COMPANY NEWS

Upward trend at Westons held

Profits, before tax, of Western Pharmaceuticals Ltd rose to £211,941 in the half-year ended August 31, from £151,303 in the equivalent 1970 period. The directors expect to maintain the improvement in the second half of the year.

Tax takes £84,776 (£64,303) leaving a net profit of £127,165 (£87,000). Interim dividend is unchanged at 8 per cent.

Baxter to make share issue

Baxter Laboratories Inc have announced plans to market an issue of 500,000 shares of convertible preferred stock in international capital markets. The issue will mark the first public offering of an equity security in the Eurodollar market by an American company. The convertible preferred stock will be issued by Baxter Travenol International Capital Corporation, a wholly-owned financing subsidiary formed for this purpose, at approximately the same price as Baxter's common stock, and will be convertible into the common stock of Baxter on a share-for-share basis.

A.B. Maltsters to pay 5% more

Associated British Maltsters Ltd are to pay a second interim dividend of 15 per cent in lieu of final, making 20 per cent for the year to July 31 against 15 per cent in 1970.

A one-for-10 scrip issue is also proposed and the board expects to maintain the dividend rate on increased capital for the current year.

Pre-tax profits increased from £894,000 to £1,533,000. Sales were up at £24.21m (£21.62m).

The board is considering an approach made by Giltspur Investments which could lead to an offer being made for the Ordinary shares of approximately £1.35. A further statement is promised later by the board.

To exchange news on fertilisers

Fisons, ICI and Shellstar have signed an agreement to exchange information about the UK fertiliser industry and its future.

The agreement, effective until 1981, will confine itself to information about the size of the UK market, its likely growth and how this equates with existing production capacity and any plans for increasing capacity, taking into account estimates of imports and possibilities of exports.

Marketing policies and practices, customers and prices are not included in the agreement.

In brief

Mr John Chalmers, MPS, 9 The Square, Wimbourne, Dorset, retired on November 10. His business has been taken over by M. E. Belkin (Chemists) Ltd. Mr Belkin's businesses in Hornsey, London N8, and Wood Green, London N22, have been acquired by C.H.R. (Chemists) Ltd (director Mr C. H. Ruparell MPS).

The Institute of Packaging is now operating from new headquarters offices at Fountain House, 1A Elm Park, Stanmore, Middlesex HA7 4BZ telephone 01-954 6277.

Mr D. E. Vannan, MPS, has acquired the branch pharmacy of Mr J. P. Kerr, MPS, at 90 West Road, Newcastle-upon-Tyne.

Appointments

Ortho Pharmaceutical Ltd have appointed Mrs Jennie Baker as marketing services assistant.

Lepetit Pharmaceuticals Ltd have appointed Dr L K Fowler head of their medical department.

Bowater Scott Corporation Ltd have appointed Mr Norman Nicoll, Mr Keith Reynolds and Mr Martin Couch as product managers.

A'addin Industries Ltd have appointed Mr A. M. G. Fuller executive director of the heating and housewares division. Mr J. E. Hand, formerly home sales manager, is now product manager and Mr A. A. Edwards has been appointed home sales manager.

Elizabeth Arden: Mr H. P. von Tobel has taken up an appoint-

Continued on p 722

Continued from p 721

ment as general manager of Elizabeth Arden Ltd for the United Kingdom and Eire. Mr von Tobel joined Elizabeth Arden Switzerland in 1946, and most recently was director of operations for Europe.

Wellcome Foundation Ltd have appointed Mr Claude Matons, their regional manager for Europe. He will be responsible for Wellcome companies in Belgium, France, Germany, Holland, Italy and Portugal and for a jointly-owned company, Gayoso Wellcome, in Spain, as well as for area administration offices in Switzerland and Greece. He succeeds Mr Harry Copestock who has been appointed group corporate planner.

Bristol Myers Co Ltd have appointed Mr Frank W. Knight managing director, Bristol-Myers products and Clairol divisions. In this capacity, Mr Knight will be joining the board of directors of Bristol-Myers Co and, although based at the company's Ruislip offices, will report directly to Mr G. J. Jones, group managing director in London.

A Cambridge MA, Mr Knight started his career in sales and marketing with other companies and spent some time in Denmark and East Africa before returning to the UK.

Bowater-Scott Corporation Ltd, have appointed Mr Nigel Thomas their national sales manager (consumer products) with responsibility for the control and direction of the total company sales effort. To assist Mr Thomas in his new position four extra regional sales managers have been appointed. They are Herman Carhill (West Midlands and Wales), Geoffrey Hall (North-west), Neil MacFarlane (South and South-west), and Ted Tregellis (North and Yorkshire).

NEWS IN BRIEF

□ The Statutory Committee of the Pharmaceutical Society of Great Britain will meet on November 24 and 25 to consider six new and three previously adjourned cases.

□ A new edition of "At The Farmer's Service", the booklet giving information about services provided by the Ministry of Agriculture, Fisheries and Food, is available free from the Ministry's publications department, Tolcarne Drive, Pinner, Middlesex HA5 2DT, or from any divisional office.

□ Mr John Pardoe, MP, is to ask for the withdrawal of a product which he claims could be taken for lemon cordial by young children. Sunlight Lemon is a washing-up liquid, made by Lever Brothers Ltd, which, he is reported as saying, gives maximum appeal to children and the impression that it is a new lemon drink. The manufacturers say it carries a warning to parents.

□ Infants and children spend on average less than one day a year in a non-mental hospital. Men and women below the age of 34 can expect to spend about half-a-day per year in such a hospital; the 45-64 age group one and a half days per year, and those over 65 about five days per year. Those figures are given in the latest Office of Health Economics information sheet, available from OHE, 162 Regent Street, London W1R 6DD.

□ Notice of next year's Pharmaceutical Committee election arrangements has been given by Mr J. Wright, secretary to the Central Markets (Chemist Contractors) Committee. Nominations will be returnable by January 21 and voting papers issued on February 8. Executive Council clerks have been asked to compile lists of employee pharmacists, and hospital pharmacists are asked to forward their names to the committee at 321 Chase Road, London N14 6JN.

□ A real prospect of reducing the incidence of malaria in tropical regions is offered by a new treatment for aquatic breeding grounds of mosquitoes reported in *Nature* last week. A team at the Porton Down research establishment have experimented with a lipid extract from natural sources, which prevents pupae from reaching the surface to breathe. The treatment does not render the water unfit to drink.

□ A Bill to implement major reform of local government in England and Wales was presented to Parliament on November 4 by Peter Walker, Secretary of State for the Environment, and Peter Thomas, Secretary of State for Wales. The proposed changes were outlined in a White Paper, "Local Government in England" (Cmnd. 4584) and a Consultative Document "The Reform of Local Government in Wales".

□ A letter in the *Daily Mail*, last week, described an advertisement in a Majorcan chemist's window which offered "A free toilet roll with every tin of liver salts."

Topical reflections By Xrayser

Counter prescribing

The subject of counter prescribing occupied the attention of speakers and audience at the West Midlands regional conference at Leamington Spa. (Incidentally, is it not time to find a new description for that activity? "Travellers" are now representatives, and retail pharmacy has become general practice—and the counter itself has largely disappeared from the scene.)

It is true that there is no reason why the pharmacist should not supply a preparation to meet the demand of a customer who describes certain symptoms. And it is equally true that an account of the symptoms frequently suggests that there may be an underlying cause requiring early medical attention and expert diagnosis. Such a situation, as Mr J. P. Kerr pointed out, is preferable to one of self-diagnosis artfully insinuated by the copywriters of patent medicines.

And there remains the highly skilled task of convincing, without alarming, the customer of the advisability of medical consultation. Treatment of any condition should be undertaken only with the greatest circumspection and only then with the proviso that if the condition does not improve quickly it should be medically investigated.

It must always be borne in mind that what appears to be a snap diagnosis on the part of the physician is not necessarily an inspired guess. Into his decision go years of medical experience in which the recognition of physical signs plays an important part.

Dr Abercrombie

It has been recorded of Dr Abercrombie that, on visiting a patient and asking a few questions, he gave his opinion that the man would go blind, become convulsed and die. The course of the illness was as he had predicted, and a young student asked what it was in the look of the man that made him know at once. "I can't tell you, I can hardly tell myself, but I rest with confidence upon the exactness and honesty of my past observations. I remember the result, and act upon it; but I can't put you, or, without infinite trouble, myself, in possession of all the steps." The student persisted. "But would it not be a great saving if you could tell others?" "It would be no such thing; it could be the very worst thing that could happen to you; you would not know how to use it," replied Abercrombie. "You must follow in the same road." And all of that took place with none of the diagnostic aids known today.

Other matters

I think the observations of Dr Abercrombie are worth bearing in mind. On the subject of sore throats, Mr Teeling-Smith told the meeting that the pharmacist was seeing the same patients as the doctor. In both cases, he said, the symptoms were treated. "If the sore throat seen by the pharmacist was the same as that presented to the doctor, why should the pharmacist not be allowed to prescribe an antibiotic?" he went on. Few pharmacists have had a course of training in diseases of the ear, nose or throat, and the same sore throat might look quite different to Dr Abercrombie.

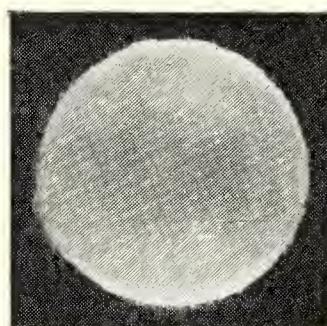
As to oral contraceptives, Mr Teeling-Smith is reported as having asked why the pharmacist should not be permitted to supply a client with a preparation. Over, say, a five-year period? In the light of recent alarm and alterations in formulation, that is scarcely a responsible suggestion.

Predictor...

The home pregnancy test you can safely recommend.



positive result



negative result

Predictor is the first nationally advertised home pregnancy test you can safely recommend. Forty years of research and development have perfected the well-known immuno-chemical demonstration of HCG in urine to such a degree, that now it can be conducted by the woman herself in the privacy of her own home.

Here is why you can safely recommend Predictor.

Reliability Predictor gives the same 99% accuracy that only the best laboratory tests can guarantee.

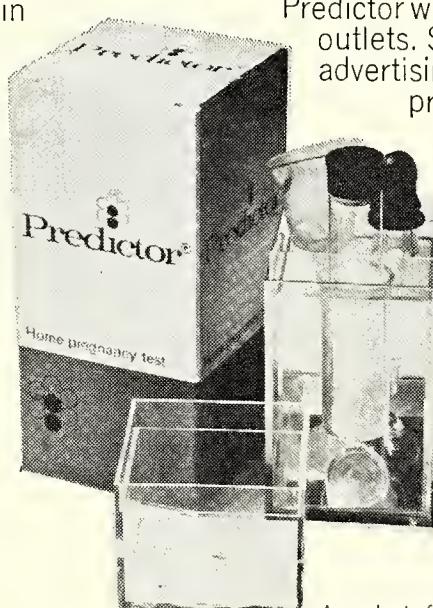
Speed of results Predictor detects HCG pregnancy hormone so sensitively, that the test can be conducted only nine days after a period was expected. And research shows that women consider this a highly important benefit.

Simplicity Predictor is simple. The test can be set up in a few minutes, and the result read two hours later. As is demonstrated in the pictures above, the result is also perfectly simple for any woman to interpret.

Predictor will be sold through chemist outlets. So when the first ever National advertising campaign for a home pregnancy test breaks in December, customers will be asking you for Predictor.

Predictor sells at £1.75 per test. This means 57p. profit for every pack you sell. Contact your normal supplier for details of the special introductory offer.

Predictor... the home pregnancy test you can recommend.



A product of Chefaro Proprietaries Ltd.

New

Berkdopa*

L-dopa

has one major advantage over other levodopa

~it costs much less

BERKDOPA is available as tablets, double-scored to permit flexibility of dosage, in pack sizes designed to meet variations in prescribing patterns.

The basic N.H.S. Cost of **BERKDOPA** is:

BERKDOPA Tablets

Tab: 500 mg. x 100 £3.36

Tab: 500 mg. x 500 £16.40

Additional savings are possible when **BERKDOPA** is ordered as part of a **BERK** discount parcel.

Ask your **BERK PHARMACEUTICALS** representative, or telephone.



BERK PHARMACEUTICALS LIMITED
Godalming & Shalford, Surrey.
Telephone: Godalming 4191

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Cough treatment and pastilles

A "junior" and "adult" cough treatment has been introduced by Metropolitan Drug Co Ltd, under the Medricol trade mark.

Each contains dextromethorphan hydrobromide, pholcodine, ephedrine hydrochloride, ammonium chloride, liquid extract of ipecacuanha, citric acid, menthol, chloroform, glycerine, syrup of tolu and syrup. The junior Medricol is formulated for children aged one to 10 years.

Medricol cough treatment, adult, is issued in bottles of 100ml (£0.30) and 200ml (£0.45). Medricol junior is in bottles of 100ml (£0.25). The bottles are cartoned, the adult preparation being in blue and brown, the junior in green and red.

Also in cartons are the Medricol cough pastilles (£0.20), each of which contain chloroform, menthol, aniseed and peppermint oils (Metropolitan Drug Co Ltd, PO Box 111, Sheffield).

Cosmetics and toiletries

Golden glamour

A new range of "gold" make-up items from Paris is called Reveillon. The Reveillon Agate lipstick is a gleaming, pinky-gold (£0.95). The eye shadow, Fard Paupieres Reveillon (£1.75) is a tube of pinky-bronze cream which can be used as eye shadow all over the lid and also on the cheek bones to give a "Midas touch to the complexion."

A pencil (£1.00) which is "gold" one half and "silver" the other, can be used as an eyebrow pencil. Nails can be painted to match with the Reveillon gold frosted nail enamel (£1.05) (distributors: Sirex Ltd, 125 High Holborn, London, WC1).

Givenchy III atomisers

New atomisers for Givenchy III now follow the launching of the Givenchy III fragrance range in July. Designed by Dinard of Paris, the perfume atomiser, is said to be the first-ever square, non-refillable atomiser for perfume. It has a



streamlined square cap of subtly-coloured gunmetal". A fine film of plastic over the bottle of the larger, eau de toilette atomiser reduces the danger of breakage. The perfume is in a 7g handbag size (£4.50) whilst the eau de toilette is in a 100g pack (£4.30) (Parfums Givenchy Ltd, 2 Station Yard, Twickenham, Middx).

Sundries

Nita ladder stop

Nita ladder stop has been launched by Cullingford of Chelsea to prevent holes and ladders in tights and nylons from running. In aerosol form it is quick and convenient to use—"spray on, rub in with the fingertips, leave to dry for 30 seconds and the ladder is stopped." Nylons can also be washed with care after application.

The aerosol (£0.24) is handbag sized and is packed in two types of display unit each holding 1 dozen—either a counter display box or a struttled card (Cullingford of Chelsea Ltd, Lunt Avenue, Bootle, Lancs, L30 1RX).

PRESCRIPTION SPECIALITIES

MAGNAPEN capsules and injection

Manufacturer Beecham Research Laboratories, Great West Road, Brentford, Middlesex

Description Black/turquoise capsules and vials for injection each containing ampicillin 250mg and flucloxacillin 250mg

Indications Severe infections where the causative organism is unknown or for mixed infections

Dosage Adults: one capsule or vial four times a day; children (2-10 years) half that dose, (under 2 years) quarter of dose. In severe infections may be increased

Packs Capsules 20 (£2.50 trade), 100 (£11.80); vials 10 (£3.68)

Supply restrictions TSA

Issued November 1971

BRONTRIUM capsules

Manufacturer Roche Products Ltd, Broadwater Road, Welwyn Garden City, Herts

Description Blue/pink adult capsules each containing chlordiazepoxide 10mg, theophylline 130mg and ephedrine hydrochloride 24mg and blue/orange paediatric capsules each containing chlordiazepoxide 5mg, theophylline 65mg and ephedrine hydrochloride 12mg

Indications Bronchial asthma or bronchospasm associated with other pulmonary diseases

Contraindications Monoamine oxidase inhibitors therapy. Avoid alcohol

Dosage Adults: one capsule three or four times daily. Children: one paediatric capsule three or four times daily

Precautions Caution in patients with prostatism or glaucoma. May affect driving ability. Care when treating young children

Side effects Sedation or excitation may occur

Packs Adult capsules 100 (£1.10 trade), paediatric capsules 100 (£0.74)

Supply restrictions PI, S4B

Issued November 1971

FUCIDIN H gel

Manufacturer Leo Laboratories Ltd, Hayes Gate House, 27 Uxbridge Road, Hayes, Middlesex

Description A water-miscible gel base containing fusidic acid 2 per cent, hydrocortisone acetate 1 per cent

Indications Infected and non-infected dermatoses. Particularly suitable for moist weeping lesions of the skin and for scalp lesions

Contraindications Tuberculosis, viral and fungal skin infections

Method of use Uncovered lesions: the gel should be applied gently, three or four times daily. Covered lesions: less frequent application may be adequate

Precautions Not to be used in the eye, caution in use near the eye until further clinical experience is gained

Side effects Hypersensitivity reactions are extremely rare

Storage In a cool place, shelf life 2 years

Packs 10g (£0.38 trade), 25g (£0.80)

Supply restrictions TSA

Issued November 1971

LEVIUS tablets

Manufacturer Pharmitalia (UK) Ltd, Kingmaker House, Station Road, Barnet, Herts

Description Tablets each containing aspirin 0.5g in microencapsulated form

Indications Those of aspirin

Dosage 1-2 tablets three times a day, or as directed by the physician

Packs 20 (£0.27 trade), 250 (£1.75). Tablets are in blister packs

Issued November 1971

TEDRAL expectorant

Manufacturer William R. Warner & Co Ltd, Eastleigh, Hants

Description Pale yellow linctus, with an orange/ginger flavour, containing in 10mls dihydroxypropyltheophylline 200mg, ephedrine hydrochloride 20mg, phenobarbitone 8mg and guaiphenesin 100mg

Indications Chronic bronchitis, bronchial asthma and coughs associated with bronchial congestion

Contraindications Caution in patients on MAOI therapy and those suffering from cardiovascular disorders

Dosage Adults: 10mls every 4 hours, children (6-12 years) 5mls every 4 hours according to age. Preferably after meals

Side effects Occasional, transient ephedrine-like side effects may be encountered

Pack Bottle of 300mls (£0.52 trade + PT)

Supply restrictions PI, S4A

Issued November 1971

TRADE NEWS

Reckitt repackages

The Toiletries Division of Reckitt & Colman Products have re-packaged their Bathjoys and extended their range of bathtime products.

Bathjoys cubes are in colourful, "mermaid" wrappers in the four favourite fragrances of pine, lavender, bouquet and summer breeze. In packs of six (£0.21).

Newcomers are bubble bath liquids (£0.05) in shiny "mermaid" sachets in the same four fragrances as Bathjoys.

New too is Bathjoys body shampoo (£0.06)—also in "mermaid" sachets—in two fragrances, lavender and bouquet.

Re-packaged in lightweight, easy-to-grip bottles, Loxene shampoo is available in three handy, bottled sizes: 45g (£0.14½), 75g (£0.19) and 130g (£0.27). There are also 12g sachets (£0.03½).

Nulon has emerged re-packaged in plastic bottles, colourfully-capped, and a gentle squeeze releases the right amount of cream for a fingertips-to-wrists massage. The pink cream has a delicate, refreshing perfume whilst the lemon one has a sharp, citrus tang. Nulon's basic formulation has been amended to make it "richer," and more easily absorbed.

Nulon hand cream, both lemon and rose pink, is available in three sizes. The large (£0.30), medium (£0.21) and the small (£0.15).

Reckitt's Household division have re-packaged and reformulated Sterafix denture fixative powder.

The new bottle from the 250cc pack of Rosedale herbal bath (£0.29) introduced in time for the Christmas trade (Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex)



Crowes Cremine

Lenbrook Laboratories Ltd and Halas Laboratories Ltd have come to an agreement according to which the title in the trade mark Crowes Cremine will be assigned to Halas, to whom all orders after November 15 should be addressed: Halas Laboratories Ltd, Thorp Arch Trading Estate, Boston Spa, Yorkshire.

Demand for Crowes Cremine (£0.30) is expected to grow with the first major advertising campaign for several years. Advertisements will shortly appear in mass-circulation magazines, such as *Woman, Woman's Own, Family Circle* and *Living*.

Nystan pessaries

E. R. Squibb and Sons Ltd, Regal House, Twickenham, Middlesex, have changed the description and labelling of Nystan vaginal tablets to Nystan pessaries. The change has already been implemented in the 100 pack size and the 15 pack size will shortly be similarly relabelled.

Tetrabid-Organon

The registered trade mark for the new sustained-release capsules of tetracycline hydrochloride by Organon Laboratories Ltd, Crown House, London Road, Morden, Surrey, is Tetrabid-Organon [corrected note].

Advertising go-ahead for pregnancy test

Predictor, the new home pregnancy test announced last week (p 686) is believed to be the first in Britain to have passed by the Advertising Association as suitable for promotion directly to the public.

Until this year, the AA banned pregnancy test advertising altogether, but a relaxation of the rule admits any product that can satisfy requirements of accuracy (better than 98 per cent) and simplicity. Predictor is a further simplification of the existing Organon test Pregnosticon All-in, itself developed for occasional use by less-skilled laboratory workers.

The manufacturers, Chefaro Proprietaries, Crown House, Morden, Surrey, are part of the Akzo group. They are to take over marketing of the group's other counter products such as Endocil, Owbridges and Sylvasun.

Bonus offers

M. Beetham & Son Ltd, Glendouran House, Keynsham Road, Cheltenham, Glos GL52 6HD. Larola and Glycerine and cucumber lotion. 12 invoiced as 11. Until December 11.

E. C. De Witt & Co Ltd, Seymour Road, London E10. Placidex. 100ml 14 invoiced

as 12, 45 invoiced as 36, 50ml 13 invoiced as 12, 42 invoiced as 36, 105 invoiced as 72.

Allen & Hanburys Ltd, Bethnal Green, London E2 6LA. Atomol. 20 bottles invoiced at 9/10ths of the trade price. 40 bottles at 8.5/10ths. Capriton tablets 12, 20 invoiced at 9/10ths of the trade price. 40 at 8.5/10ths. Vitaplus 30. 20 bottles invoiced at 9/10ths of the trade price. 10 bottles of 30 with 10 bottles of 60 at 9/10ths. 10 bottles of 60 also invoiced at 9/10th of the trade price.

PROMOTIONS

Support for Minalka

Concept Pharmaceuticals, who recently took over the exclusive marketing licence for Minalka in the UK (C&D August 21, p214), are supporting with extensive advertising the launch of the product under their banner—initially concentrated in Cheshire, Lancashire, Yorkshire, Greater London and Southern TV areas. The campaign will then be enlarged to cover other areas until complete national coverage is reached early in 1972.

More than £100,000 will be spent during the first year on advertising in the national and regional Press. Minalka will also be advertised in all coaches of the London underground service giving the product an exposure to 884,000,000 passengers.

Two five inch double column advertisements will appear twice weekly in the evening papers serving the Cheshire, Lancashire and Southern TV areas. These will be followed up by weekly display ads (10in x 2in) in the leading local weekly newspapers serving the districts of the campaign. In addition, space has been booked in the *TV Times* and *Sunday Sun*, the North-east coast Sunday paper, and the southern edition of *The People*. (Concept Pharmaceuticals (International) Ltd, 59 High Street, Rickmansworth.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Antussin: Ln, M, Lc, So

Askit powders: Sc, G

Buttercup syrup: Lc

Coldrex: Ln, M, Y, So, NE

Famel adult cough syrup: All areas

Fynnon salts: B

Lucozade: Ln, M, Y, Sc, WW, NE, A, We, B

Maws baby toiletries: All except Y, NE, E, CI

Phensic: M, WW, So

Protein 21 shampoo: All areas

Signal toothpaste: All except Lc, G, E

Silvikrin hairspray: All except WW, G, E

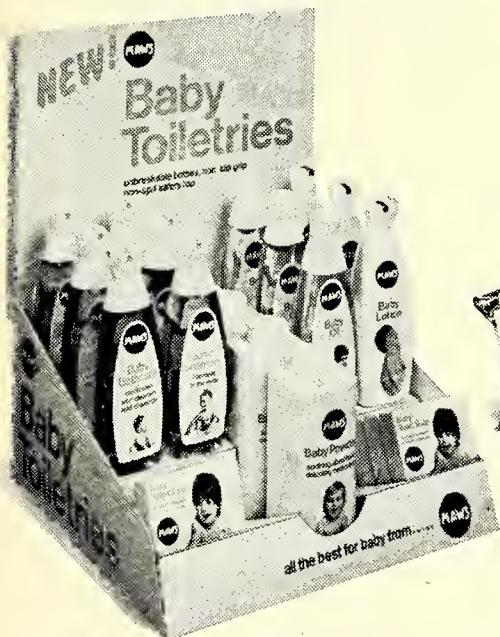
SR toothpaste: All except E

Sunsilk hairspray: All except E

Tegrin shampoo: All except E

Twice as Lasting hairset: Ln, M, Lc, So

This is what we're doing to help you sell Maws Baby Toiletries.



Display unit

Toiletries are easy to sell because this unit makes them so easy to buy. Products in the unit are the same ones as featured in the commercial. There's an exciting offer of 10% extra discount on your baby toiletries purchase for displaying the unit prominently during the television campaign.



Special gift and handi-packs

There is a special toiletries gift pack and two handi-packs, which are all attractively priced and packaged to make them ideal gifts and guaranteed fast movers.



Television advertising

Our concentrated national TV campaign runs for three weeks, starting November 15. It's a memorable and powerful 30-second colour commercial showing Maws toiletries in use and explaining their many product advantages.

This is what you can do.

If you're a Maws stockist and the Maws representative hasn't called yet, ring Elizabeth Smart on 01-449 5555, and we'll make sure that something happens immediately.

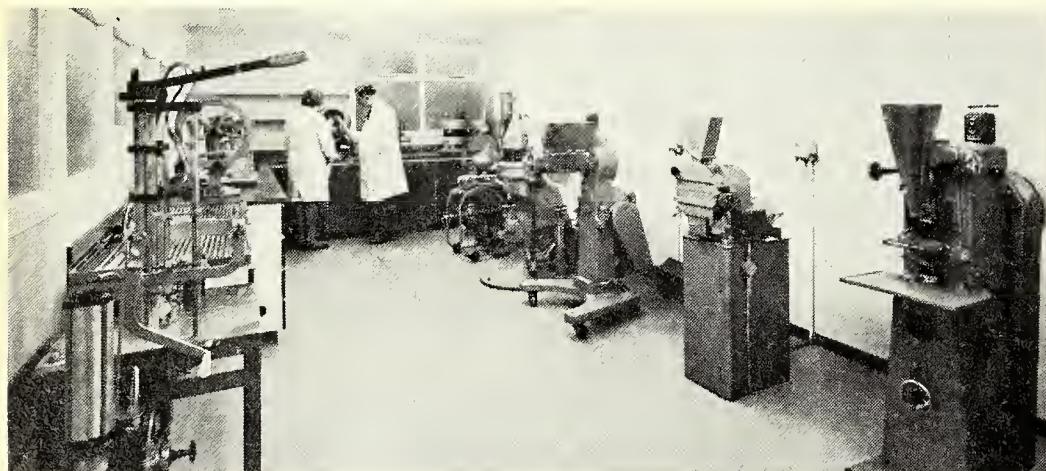
S. MAW SON & SONS LTD, ALDERSGATE HOUSE, CROMER ROAD, NEW BARNET, HERTS.



Pharmacy at The Queen's University



The aseptic laboratory



Small scale manufacturing laboratory. Below: the pharmaceutics preparation room



by P. F. D'Arcy
and F. Newcombe*

The history of pharmacy in Ulster has moved forward to a new milestone with the creation of a chair and department of pharmacy in The Queen's University of Belfast.

Pharmaceutical education in Northern Ireland has its foundation in the passing of the Government of Ireland Act in 1920. Prior to that time qualification in pharmacy was via Dublin and the practice of pharmacy in the whole of Ireland was regulated by the Pharmacy (Ireland) Acts of 1875 to 1890.

The Government of Ireland Act provided for the setting up of separate Parliaments for Northern and Southern Ireland and as a direct consequence of this a separate Pharmaceutical Society was founded in Northern Ireland, and the Pharmacy and Poisons Act (Northern Ireland) 1925 established the practice of pharmacy in Ulster.

Very soon after its formation, the Council of the Pharmaceutical Society of Northern Ireland, under the presidency of Mr Horatio Todd, JP, organised the examinations for the pharmaceutical chemist qualification. Regulations relating to the examinations were drafted, courses were arranged, and a special board of examiners was appointed under the leadership of Professor James Small, a pharmacist who held the chair of botany at Queen's. The first qualifying examination was held at the end of June 1926.

Soon after this, systematic courses of instruction in the pharmacy syllabus commenced in the chemistry department of the Belfast College of Technology. In 1929, the BSc degree in pharmacy of Queen's University was founded and is thus one of the oldest degrees in pharmacy in the United Kingdom.

From 1929 until 1971, courses for both degree and diploma examinations were taught at the College of Technology; by 1962 an independent department of phar-

* Professor D'Arcy occupies the new chair of pharmacy at Queen's. Dr Newcombe is a senior lecturer in the new department of pharmacy and was formerly head of the pharmacy department in the Belfast College of Technology.

HEMIST & DRUGGIST

rice service

ENDMENT TO TEMBER QUARTERLY CE LIST

Prices are given per unit unless otherwise stated. Bold upright figures in the retail column indicate the is subject to resale price tenance. Italic figures (0-14) is manufacturer's recommended price. upright figures (0-14) is a sted guide. Price advanced. *r* = Price reduced. New entry. *d* = Delete. Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
BUT (366 Dendron) ing cream with CEF 600			
112 ml 5.5061dz	2.3538dz	0.85	<i>i</i>
397 P de LL)			
1 oz 3.38dz	1.52dz	0.55	
2/2 oz 6.34dz	2.85dz	1.03	
4 oz 11.38dz	5.12dz	1.85	
8 oz 18.77dz	8.45dz	3.05	
2 cc 3.07dz	1.38dz	0.50	
4 cc 4.67dz	2.10dz	0.76	
1/2 oz 6.33dz	2.85dz	1.03	
1/2 oz 14.46dz	6.51dz	2.35	
1 oz 21.23dz	9.56dz	3.45	
2 oz 35.38dz	15.92dz	5.75	

	Trade £.p	Tax £.p	Retail £.p
IN (878 Napp)			
120 ml 0.30			
456 ml 1.10			
2.271 4.76			
20 0.19			
100 0.85			
500 3.80			

	Trade £.p	Tax £.p	Retail £.p
ATIC (16 AGL)			
Sensor outfit with case			
without case			12.50
671 Jeyes) existing entry			<i>d</i>
671 Jeyes)			<i>i</i>
alpine, lilac			
springtime			
wick 283 g 1.90dz	0.18%	
wick 2.28dz	0.22%	
1.90dz	0.19	
2.36dz	0.25	

	Trade £.p	Tax £.p	Retail £.p
AN (23 ALAD)			
assador 16 oz	0.61		
32 oz	0.97		
corde 16 oz	0.58		
32 oz	0.94		
Continental 8 oz	0.51		
16 oz	0.54		
23 oz	0.83		
32 oz	0.90		
art 16 oz	0.54		
32 oz	0.87		
flask 16 oz	0.76		
32 oz	0.97		
per 16 oz	0.97		
32 oz	1.18		
flasks 32 oz	2.21		
ref 23 oz	0.88		
Continental 8 oz	0.30		



STILL GOING STRONG!

PRICES 15p. and 26p.

FROM YOUR USUAL WHOLESALER

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
Concorde, Continental, Ambassador, Escort and Dura-Clad 16 oz	0.33			BROVOLIN (878 Napp) cough syrup 150 ml	0.30	0.09	†DD1
32 oz	0.52			dp 1200 ml	1.90	.. ..	†DD1
Concorde and Continental 23 oz	0.50			BUTACOTE (501 Geigy) tablets 100	1.06	.. ..	†s4B
food flask	0.55			500	4.92	.. ..	†s4B
food flask or jug 32 oz	0.65			BUTOMET (180 BEP) tablets 100 mg	0.25	.. ..	†s1s4A
food flask super 16 oz	0.57			100	0.44	.. ..	†s1s4A
32 oz	0.68			250	0.91	.. ..	†s1s4A
ALBERTO CULVER (24 ACC) Get Set hair spray				1000	3.20	.. ..	†s1s4A
natural hold 303 g 2.78dz	1.25dz	0.43		BYDOLAX (878 Napp) syrup 150 ml	0.21	.. ..
super hold 303 g 2.78dz	1.25dz	0.43		Californian Poppy (76 Atkinson) CALIFORNIAN POPPY (1102 Sanitas)			<i>d</i>
for greasy hair 303 g 2.78dz	1.25dz	0.43		CARTERS (232 Carters) all-in-one canned brew	6.25dz	.. ..	0.75
ALBION (339 CG) cotton wool 1 oz 0.45dz	.. ..	0.06		herb care shampoo sachet	1.90	0.57	0.07
4 oz 1.16dz	.. ..	0.13%		(50)	(50)		
16 oz 3.65dz	.. ..	0.42		rosemary shampoo ..	1.35	0.405	0.05
paper wrapped 2 oz 0.70dz	.. ..	0.09		(50)	(50)		
8 oz 2.00dz	.. ..	0.23		vitamin C health drink ..	0.44	.. ..	0.65
16 oz 3.42dz	.. ..	0.40		Cerebos (242 Cerebos) 1200 ml	1.15	.. ..	<i>d</i>
AMAMI (105 BTD) setting lotion ..	1.36dz	0.615dz	0.20	CEREBOS (1438 RHM) CHRISTYS (261 Christy) moisturising cream jar	2.15dz	0.97dz	0.35
AMIN-EX (760 Liga) low protein biscuits	1.53dz	.. ..	0.17	CODASPHEN (878 Napp) tablets 12	0.10	0.03	†DD1
AMYLOMET (180 BEP) tablets 30 mg 100 0.20	.. ..			COMET (810 Maws) haircutter ..	0.305	0.09	0.63
250 0.40	.. ..			Regal ..	0.46	0.14	0.87½
1000 1.37	.. ..			blades ..	1.46	0.44	0.15
100 mg 100 0.39	.. ..			(20pkts) (20pkts)			
250 0.85	.. ..			Corimist (1111 Corimel) existing entry			<i>d</i>
1000 2.96	.. ..			CORIMIST (1111 Corimel) conditioner sachet	1.30	0.585	0.07
ANAPAX (848 Minnesota) cold and flu mixture ..				(3 dz)	(3 dz)		
ANAXERYL (115 Bengue) ointment 40 g 0.18	0.055	0.29%		bottle	2.08dz	0.935dz	0.34
ANDRE PHILIPPE (48 AP) bath essence 9 3.00dz	1.35dz	0.49		conditioning hair set ..	0.74dz	0.335dz	0.12
soap guest ovals (6) 31 2.50dz	0.75dz	0.36		hair spray 3 oz	2.13dz	0.96dz	0.35
ANESTAN (325 C-A) tablets 64 4.05dz	.. ..	0.45		8 oz 3.34dz	1.505dz	0.55	
184 10.35dz	.. ..	1.15		12 oz 4.80dz	2.16dz	0.79	
packs of 60 and 180 .. .. .. ..	.. ..	.. ..		quick set shampoo ..	3.22dz	1.45dz	0.53
ASPRO (893 Nicholas) junior tablets 24 0.775dz	0.23dz	0.10		sachet 1.22	0.365	0.06	
BARITOP 100 (289 Concept) contrast medium 300 ml 0.52				tube 1.64dz	0.49dz	0.24	
BAYCARON (452 FBA) tablets 25 mg 50 1.24	.. ..	1.86		spray tonic ..	3.28dz	1.475dz	0.54
150 3.52	.. ..	5.28		CORNEX (534 GT) 7 ml	0.07½	0.02	0.14
BAYOLIN (452 FBA) ointment 35 g .. 0.18	0.05	0.32		COVEXIN 8 (208 BW) vaccine (vet.) 50 ml	.. ..	.. ..	1.05
BEAUTY PUFFS (786 Macdonald) coloured rayon balls 3.00dz	.. ..	0.37½		100 ml	.. ..	.. ..	1.95
BETADINE (878 Napp) ointment 25 g .. 0.25				250 ml	.. ..	.. ..	4.10
60 g .. 0.53	.. ..			syringe pack ..	.. ..	.. ..	0.50
skin and scalp cleanser 100 ml .. 0.41	.. ..			box of 6 needles ..	.. ..	.. ..	1.50
vaginal douche 240 cc .. 0.98	.. ..					
gel .. 0.98	.. ..					
pessaries 14 0.98	.. ..					
scalp lotion .. .. .. ..	.. ..					
BIRKIN (1201 Supervite), hair tonic with oil 110 cc 0.30	0.13	0.60					
220 cc 0.45	0.20	0.90					
without oil 110 cc 0.30	0.13	0.60					
220 cc 0.45	0.20	0.60					
BRADOSOL (262 CIBA) lozenges 0.5 mg 20 1.20dz	.. ..	0.15					
Brands (1114 SEF) ..							
BRANDS (1438 RHM) essence of beef 2½ oz 2.21dz	.. ..	0.24					
chicken 2½ oz 2.21dz	.. ..	0.24					
calf's foot jelly 10½ oz .. .. .. ..	.. ..					

Specify **Wellcome* Insulins**
Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent *Trade Mark

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
kit	100 c	7.72d	2.32d	1.16	LIGA (760 Liga)				REVOLN (1052 Revlon)		
	101	5.36d	1.61d	0.81	3 way food	0.87d	..	..	colorshine	..	..
safety razor "T" shape					gluten free biscuits	1.15d	..	..	eye gleamer	..	..
300	4.47d	1.54d	0.69	LISIUM (201 Brunton)				REXALL (848 Minnesota)			
home hair trimmer	700	2.99d	0.90d	0.45	vaginal spray	..	0.17	0.07½	acne treatment cream	..	..
with blades				LIVOX (878 Napp)				lotion	..	..
razor blades				capsules	100	0.60		brewers yeast tablets g 7½	..	..
stainless	(5)	1.69	0.51	0.15	500	2.50		all packs	..	..
	(10 pkts)	(10 pkts)			LOREL (761 Lilia-White)			bronchial and catarrh syrup	..	..
hollow ground	..	1.79	0.54	0.16	cotton wool	300 g	1.729d	..	both packs	..	..
	(20 pkts)	(20 pkts)		LOTEX (534 GT)				iron and brewers yeast tablets	..	..
blades for trimmer	..	1.79	0.54	0.16	skin cream	56 ml	0.07½	0.02	all packs	..	..
	(20 pkts)	(20 pkts)		112 ml	0.11½	0.03½	0.14	triple action cough	..	..
stropping kit	90	4.29d	1.29d	0.65	MACLEANS (105 BTD)			treatment	..	..
stropping attachment	80	0.86d	1.12d	0.13	toothbrushes	..	..	..	RIPASON (11 ASL)		
swinging strop	70	2.41d	0.72d	0.36	MADECASSOL (1077 Rona)				tablets	30	0.42
DUVADILAN (1539 Duphar)	ampoules 10 mg 2 ml	6	0.55	..	ointment 1%	10 g	0.40	0.12	150	1.88	..
	packs of 5	..	..	..	MARY QUANT (876 MP)				vial	10 ml	0.58
EMLAB (848 Minnesota)	brewers yeast tablets	50	1.23d	..	Loads of Lash	..	10.33d	4.65d	ROBADERN (11 ASL)		
	100	1.87d	..	..	nail polish sparklers	..	2.66d	1.195d	ampoules 1 ml	6	0.62
	250	3.10d	..	..	MAWS (810 Maw)			30	2.52	0.18	
iron & brewers yeast tablets				baby packs				tablets	30	0.61	1.08
	50	1.23d	..	..	Bathetime	..	6.72d	1.09d	150	2.52	4.54
	100	1.87d	..	..	Chagetime	..	4.80d	0.84d	ROBINSONS (1449 R & CFD)		
	250	3.10d	..	..	toiletries gift pack	..	0.89	1.59	baby syrup	6 oz	1.385d
Energen (1114 SEF)				Simple sterilising unit	0.555	0.025	0.85	RUMALON (11 ASL)			
ENERGEN (1438 RHM)				MAX FACTOR (813 MF)				ampoules 1 ml	5	0.98	0.29
EQUAGESIC (1352 Wyeth)	tablets	packs of 10	..	..	eye shadow			25	4.14	1.24	1.75
ERASMIC (412 Elida)				Precious duos	..	0.228	0.097	vials	5 ml	0.98	0.29
shaving stick				whipped cream make up	3.63	1.55	0.70	5	4.14	1.24	1.75
refill	..	0.83d	0.25d	MEGGEZONES (1333 WL)				pack of 25	..	..	..
ESTEE LAUDER (425 ELC)				pastilles	cartons	1.08d	0.31d	SANOID (339 CG)			
Estee bath oil	½ oz	..	..	MERCOLISED (994 P & M)	wax	1.85d	0.835d	cotton wool B.P.C.	1 oz	0.51d	0.06½
	1 oz	..	..	tablets	25	0.14	..	2 oz	0.86d	..	0.11
body cream	..	..	..	100	0.40	..	..	4 oz	1.43d	..	0.16½
superpurse spray..	..	..	..	MICORAN (501 Geigy)	ampoules 225 mg/1.5 ml	..	..	paper wrapped	½ oz	0.37d	..
wake-up mask	..	..	..	100	..	..	..	8 oz	2.57d	..	0.30
FAMILIA (304 Costa)	baby food	2½ oz	0.63d	MINALKA (289 Concept)	tablets	360	1.04	16 oz	4.56d	..	0.53½
	13 oz	2.62d		MORNY (862 Morny)			crepe bandage B.P.C.	2 in	1.26d	..	0.17½
Swiss Berchermeusli	2½ oz	0.63d		Fantasy	roller perfume	..	..	2½ in	1.58d	..	0.21
	13 oz	2.60d		roller perfume (French Fern, sandalwood)	..	..	3 in	1.80d	..	0.25	
FORTIOR (878 Napp)	tablets	25	0.18	MYLETO (875 MPL)	(distributors 1282 VB)	..	..	3½ in	2.10d	..	0.30
	150	0.90		cream	2.70d	1.215d	0.45	4 in	2.42d	..	0.32
FRESH-SOX (848 Minnesota)	deodorising insocks	..	2.55d	lotion	2.70d	1.215d	0.45	5 in	2.94d	..	0.36
GADE (621 Howden)				NITA LADDER STOP (331 CofC)	aerosol	1.92d	..	6 in	3.57d	..	0.43
entire entry				NOXZEMA (690 Keldon)	instant shave	..	..	gauze B.P.C.	1 yd	0.78d	..
GAVISCON (1037 Reckitt)	tablets	20	0.33d	..	..	..	..	3 yd	1.70d	..	0.22½
GOKO (1565 P. Plus)	minivision	..	..	NU-SEALS (413 Lilly)	cream aerosol	1.60	..	6 yd	3.11d	..	0.36½
				potassium chloride	500 mg	100	..	12 yd	6.05d	..	0.71
GRASSHOPPER (1169 BGS)	ointment	..	0.09	NU-SEALS (413 Lilly)	..	..		SEDONAN (878 Napp)			
			..	..	..	..		ear drops	12 ml	0.20	..
HAEMOVIN (878 Napp)	cream	..	0.20	..	..	..		SHIELD (412 Elida)			
	25 g	0.06		NUTREGEN (1438 RHM)	high fibre crispbread	1.224d	..	anti-perspirant standard	2.435d	1.095d	0.36
HARMONY (412 Elida)	hair colour	..	1.395d	OSPENEFF 125 (1098 Sandoz)	tablets 125 mg	20	0.40	large	3.115d	1.40d	0.46
		0.63d	0.22	..	100	2.00	..	SHINE (412 Elida)			
HEAD & SHOULDERS (1010 P&G)	shampoo cream	..	..	NU-SEALS (413 Lilly)	..	..		hair conditioner aerosol	6 oz	2.825d	1.27d
	large	1.96d	0.54d	potassium chloride	500 mg	100	..	..	..	..	0.43
HILTONE (105 BTD)				..	..	..		SIMPLE (25 AS)			
creamy	..	3.06d	1.38d	..	..	..		(distributors 28 Alcos)			
HOSTACAIN (614 Hoechst)				..	..	..		S-M-A (1352 Wyeth)			
with noradrenaline				..	..	..		liquid	370 ml	0.10	
cartridges	1.8 ml	0.92	..	..	..	..		powder	450 g	0.34	
HOSTACAIN SPECIAL (614 Hoechst)				..	..	..		SMITH KENDON (1152 SK)			
cartridges	1.8 ml	0.92	..	..	..	..		glucose boiled sweets	16 oz	2.70d	0.485d
HUDNUT (631 Hudnut)				..	..	..		hand care	1.668d	0.80d	0.25
Fashion style	small	2.48d	1.115d	0.39	..	..		170 cc size	..	..	..
	large	3.75d	1.69d	0.59	..	..		SORBITOL (EGIC) (1123 SLL)			
Light and Bright		2.035d	0.915d	0.32	..	..		30% 500 ml	1.05	..	
Roll Quick	small	1.205d	0.54d	0.19	..	..		STEROXIN (501 Geigy)			
	large	2.225d	1.00d	0.35	..	..		ointment	120 g	..	..
INNOXA (654 Innoxa)	protein conditioning cream	..	..	..	..	..		SUNSILK (412 Elida)			
				PEARS (412 Elida)	..	..		conditioner	..	..
INSTANT POSTUM (304 Costa)				..	..	..		sachet	0.40d	0.18d	0.06
				PETRON (1201 Supervite)	..	..		bottle	1.47d	0.66d	0.22
INTRACEL (848 Minnesota)	cream	..	..	..	..	..		shampoos for normal, greasy, dry	..	..
				PHENOMET (180 BEP)	tablets 15 mg	250	0.19	or dull hair	..	..
ISO-PAK (146 AGL)	camera IC	..	..		1000	0.49	..	bottle	1.32d	0.395d	0.18
				30 mg	250	0.26	..	magnum	1.96d	0.59d	0.27
JACQUELINE (1412 Jackel)	Deep cleansing milk	0.09	0.04	1000	0.79	..					
	foam bath	0.10	0.03	..	..	..		SUPREME (752 Lenton)			
	lemon hand cream	0.09	0.04	..	..	..		elastic hosiery			
	shampoo	0.10	0.03	..	..	..		one-way stretch			
Katkins (967 Petfoods) entire entry				..	..	..		fashioned knee and ankle			
KATKINS (967 Petfoods)	handy	2.06	0.32	..	..	..		above knee	pr	1.65	..
	(6 dz)	(6 dz)	0.04	..	..	..		anklets	pr	0.75	..
	large	2.58	0.41	0.07½	..	..		below knee	pr	1.13	..
KEEPAWAY (1169 BGS)				..	..	..		kneecaps	pr	0.75	..
55 ml size	..	..	..	..	..	..		seamless fine thread			
KOMPO (1329 White)	liquid	4 oz	1.30d	0.39d	..	..		anklets	pr	0.80	..
					16	..	..	below knee	pr	1.30	..
LAEVORAL (218 Calmic)					20	..	..	knee caps	pr	0.80	..
250 ml	0.65	0.195	1.17		20 C	..	..	seamless stout thread			
LAEVORAL-C (218 Calmic)	liquid	100 ml	0.34	0.10	25 C	..	..	above knee	pr	2.05	..
					..	..		anklets	pr	0.80	..
LAEVOTONINE (218 Calmic)	100 ml	0.26	0.08	0.47	..	..		below knee	pr	1.20	..
				†s1	..	..		knee caps	pr	1.85	..
					..	..		thigh	pr	1.20	..
					..	..		nylon plated	..	..
					..	..		above knee leggings	pr	2.25	..
					..	..					3.38
									

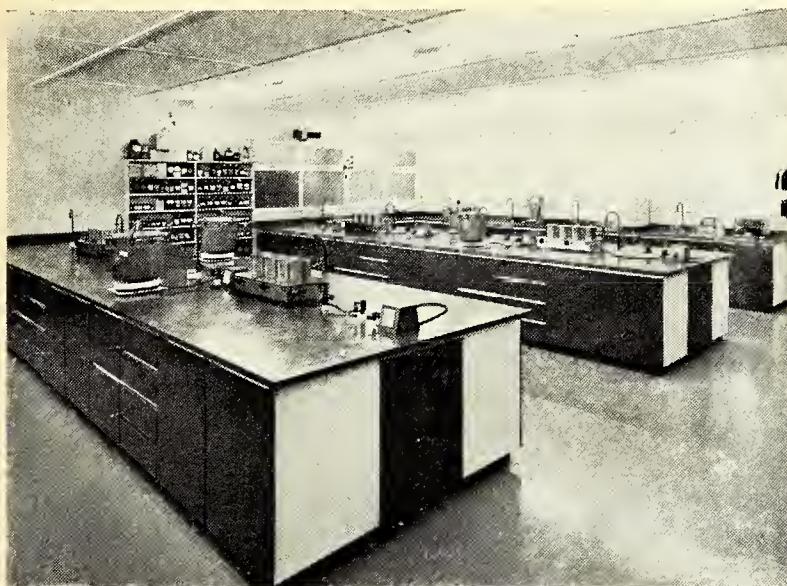
	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		813 MF	
above knee stockings	pr 2.25	.. ..	3.38	YALE (1354 Yale)						= Max Factor Ltd, 16 Old Bond Street, London W1X 4BP. 01-493 6720
anklets	pr 1.20	.. ..	1.80	Marina cotton wool dispenser	420715	.. .. ..	1.81	875 MPL		= Myleto Products Ltd, 111 Clarence Road, London E5. 01-985 8808
below knee leggings	pr 1.20	.. ..	1.80	deodoriser holder	420815	.. .. ..	1.50	1098 Sandoz		= Sandoz Products Ltd, 41 Upper Grosvenor Street, London W1X 0AL. 01-629 5011
below knee stockings	pr 1.85	.. ..	2.78	first aid kit	420503	.. .. ..	4.92	1164 SSL		= Southall (Sales) Ltd, Surbiton, Surrey. 01-397 5200
kneecaps	pr 1.20	.. ..	1.80	tissue dispenser	420603	.. .. ..	1.93	1354 Yale		= Yale Security Products division, Eaton Corporation, Wood Street, Willenhall, Staffs WV13 1LA. 0902 66911
thigh leggings	pr 2.25	.. ..	3.38	toilet pack dispenser	420605	.. .. ..	1.34			= Hanovia Lamps Ltd, 480 Bath Road, Slough, Bucks. Burnham 4041
thigh piece	1.20	.. ..	1.80	toilet roll holder	440100	.. .. ..	1.03	1373 Hanovia		= RHM Foods Ltd, Victoria Road, London N.W.10. 01-965 6565
sheer nylon				tooth brush holder	410301	.. .. ..	0.80			= Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey. 01-542 3402
super nylon				410302	.. .. ..	1.21	1438 RHM		= Stud Holdings Ltd, 45 Brompton Road, London SW3 1DE. 01-584 0791	
above knee leggings				YARDLEY (1355 Yardley)						
above knee stockings	pr 2.25	.. ..	3.38	lipstick	Soul Shimmer	.. 0.229	0.103	0.45	1450 CPL	
anklets	pr 2.25	.. ..	3.38	AMENDMENTS TO KEY TO SUPPLIERS					1600 SHL	
below knee leggings	pr 1.20	.. ..	1.80	503 G	= Geistlich Sons Ltd, Newton Bank, Long Lane (A41), Chester CH2 3QZ. 0244 47534					
below knee stockings	pr 1.20	.. ..	1.80							
knee caps	pr 1.20	.. ..	1.80							
thigh leggings	pr 2.25	.. ..	3.38							
thigh stockings	pr 2.66	.. ..	3.99							
pantie hose										
service light weight										
service light weight	pr 2.21	.. ..	3.32							
springtime	pr 1.98	.. ..	2.97							
summertime	pr 1.60	.. ..	2.40							
superfit lightweight	pr 2.10	.. ..	3.15							
MA (1282 VB) indicated cigarettes	20 (412 Elida)	1.50dz	0.45dz	0.20						
dorants										
erosol mist										
-perspirant aerosol										
handy	2.435dz	1.095dz	0.36							
large	3.115dz	1.40dz	0.46							
oll-on	2.025dz	0.91dz	0.30							
ny	1.635dz	0.735dz	0.24							
OLVE (204 Bunar)										
6½ oz	0.25	.. ..	0.37½							
GIL (1098 SANDOZ) defts 1.34 mg	50	0.80	0.24							
500	7.70	2.31								
ABID (917 Organon) sules 250 mg	100	3.38								
500	16.67									
EX (171 BLL) sules packs of 16	.. ..	.. ..	d							
KEN HAIR (1412 Jackel) conditioner economy	0.25	0.115	0.49							
ONA (1282 VB) hair dyes	1.50dz	0.675dz	0.25							
CAXTON'S TRUE BREW (1449 R&CFD) kit	8.00dz	.. ..	0.80							
BETOL (1244 TLOC) impoo	.. ..	0.2667	0.40							
vax (208 BW) existing entry			d							
OVAX T (208 BW) cine (vet.)	20 ml	0.63	.. ..	0.84						
STER (1542 Trimster) by products										
pips plastic	2.30dz	.. ..	0.27½							
face flannel	.. ..	.. ..	0.16							
pants covered	1.44dz	.. ..	0.18							
KIT (1154 SNP) contact lens kit										
standard TK3	1.20	0.19	1.79							
de luxe TK4	2.25	0.56	3.56							
RAPEN (969 Pfizer) sup	60 ml	.. ..	d							
SPAS (1584 Syntex) tablets	1000	23.95	.. ..	†s4B						
DOPA (1154 S & N) tablets	500 mg	250	10.25	.. ..	†s4B					
DT (1169 BGS) BOL (152 Bovril)	250 g	1.84dz								
500 g	3.08dz									
opa (1154 S & N) LCOME (208 BW) thidine hydrochloride injection 50 mg/ml										
pack of 100 tablets 50 mg	.. ..	.. ..	d							
pack of 500	.. ..	.. ..	d							
EDWARDS (1346 Woodward) by cream	220 gm	2.52dz	.. ..	0.28						
CS (752 Lenton) ion elastic hosiery										
Superfine seamless full foot	pr 2.10	.. ..	3.15							
Superflex seamless full foot	pr 2.10	.. ..	3.15							
Springtime support hose (70 den)	pr 0.99	.. ..	1.48							
Summertime support hose (40 den)	pr 0.99	.. ..	1.48							
seamless support socks for men	pr 4.63	0.07	1.01							

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
1934 (137 Blakoe) hormone cream	48 g	0.64	0.28		1.25				CAVALCADE (567 HCBP) hair friction	..	1.00dz 0.45dz 0.17 i
ALCON (1154 SNP) eve preparations									CELEVAC (1305 WB) granules	100 g	0.31 0.093 0.56 c
fluorescein 2% 15 ml	.. ..	.. ..	d						CELLOSENE (1073 Robinson) cellulose wadding	16 oz	1.80 a
isoto prednisolone 5 ml	.. ..	.. ..	d						CLAIROL (172 BMCL) Nice N'Easy hair colour	0.288	0.13 0.55 tc
ANADIN (655 1CC) tablets	4	0.28dz	0.09dz	0.04 a	ANBESOL (655 1CC) oral antiseptic	..			CODASPHEN (878 Napp) tablets	12	.. .. .. d
	8	0.48dz	0.15dz	0.07					Coliacron (444 F.A.I.R.)		d
	20	1.24dz	0.38dz	0.17					COLIACRON (1563 Enzypharm) COLOPLAST (1364 HMS) colostomy bags		i
									8 x 5 in	10	0.35 a
									8 x 5½ in	10	0.43
									10 x 6¼ in	10	0.60
									12 x 4 in	10	0.43
									12 x 5 in	10	0.50
									extra range		
									8 x 5 in	10	0.50
									8 x 5½ in	10	0.58
									10 x 6¼ in	10	0.74
									COMPOUND "W" (655 1CC) wart remover	..	1.17dz 0.36dz 0.16 c
									COREGA (1178 Stafford) denture powder	18 g	1.18dz 0.14 c
									CORRIDA (Feraud) (480 FP) eau de toilette for men	2 oz	0.70 0.32 1.60
										16 oz	2.70 1.22 6.00
									atomiser	2½ oz	1.45 0.65 3.25
									Crowes Cremine (751 LL) CROWES CREMINE (558 Halas) tin	..	1.84dz 0.83dz 0.30 i
									wool felt	6	0.636dz 4680 0.902dz
									4681	0.902dz	
									DEWDAWN (918 Or-Lem) squashes	..	1.18dz tax paid 0.13 c
									DIXCEL (189 BT) cuisine kitchen towels		
									twin pack	1.64dz	0.18dz ●
									DRISTAN (655 1CC) tablets	24	2.34dz 0.26 a
									Dutton's (398 GD) entire entry		d
									DUTTON'S (1169 BGS) cough mixture	..	1.00dz 0.30dz 0.15 i
										.. 1.60dz 0.48dz 0.26	
									EKAMMON (1305 WB) tablets	100	0.38 0.114 0.68 c
									soluble	50	0.22 0.066 0.40 c
									ETHISAN (312 AC) 100 ml	0.107	0.032 0.20 i
									21	1.088	
									FARLEYS (448 Farleys) baby dinner and sweet range		d
									FENOX (147 Boots) nasal drops	½ oz	1.00dz 0.12½c
									FIBROSINE (655 1CC) balm	..	1.47dz 0.45dz 0.20 a
									FLEXOPLAST (1073 Robinson) elastic bandage adhesive		
									B.P.C. full spread		
									4 in x 3 yd 4404	4.961dz	
									6 in x 3 yd 4465	7.344dz	
									B.P.C. half spread		
									2½ in x 3 yd 4420	3.261dz	
									wound dressing flexible B.P.C.		
									1½ in x 2 in 4260	0.450dz c	
									factories pack assorted	4267	1.534 i

	Trade f.n.	Tax f.n.	Retail f.p.		Trade £.p.	Tax £.p.	Retail £.p.		Trade £.p.	Tax £.p.	Retail £.p.
wound dressings				PADDI (1073 Robinson)				VIGORTONE (918 Or-Lem)			
1½ x 1½ in x 144 4270	0.761			cotton wool balls				blackcurrant syrup	1.45dz	tax paid	0.15
1½ x 2 in x 144 4271	0.903			coloured 50	1.667dz	..	..	2.47dz	tax paid	0.25	
2 x 3 in x 144 4272	1.311			white 100	1.065dz	..	..	glucose drink	1.18dz	tax paid	0.13
2½ x 3½ in x 144 4273	1.737			pitch 0.161	..	..	..	VIRULES (137 Blakoe)			
3½ x 4½ in x 144 4274	2.796			PEDOSAN (1514 Brocapharm)				new formula 100	1.03	..	1.55
individually wrapped				corn plasters 2.35dz	0.70dz		3.05	VITATROP (137 Blakoe)	50	0.83	..
¾ x 1½ in x 100 4374	0.577			callous plasters 2.35dz	0.70dz		3.05	100	1.33	..	2.00
¾ x 2½ in x 100 4375	0.647			PERNIONE (576 PH)							
¾ x 3 in x 100 4376	0.663			ointment 25 g 0.10	0.03		0.18	WILLIAMS (255 Chembro)			
1½ x 1½ in x 100 4370	0.836			PHRODISINE (137 Blakoe)				Ice Blue			
1½ x 2 in x 100 4371	0.913			tablets 100 1.65	..	..	2.50 †s4B	Aqua-Velva			
2 x 3 in x 100 4372	1.270			tablets 12 1.10dz	0.33dz		0.15	after shave 55 cc	2.67dz	1.20dz	0.41 a
2½ x 3½ in x 100 4373	1.715			tablets 30 2.05dz	0.62dz		0.28	110 cc	4.44dz	2.00dz	0.68 a
flexible dressing strips				PREPARATION "H" (655 ICC)				Cologne extraordinaire			
¾ x 1½ in x 144.4275	0.494			ointment 1.83dz	0.55dz		0.25	1 oz	0.57	0.255	1.25
¾ x 2½ in x 144.4276	0.544			suppositories 3.15dz	0.95dz		0.43	3 oz	1.24	0.56	2.75
¾ x 3 in x 144.4277	0.589			PROSTALIN (137 Blakoe)			0.20	5 oz	1.69	0.76	3.75
FREEZONE (655 ICC)				100 0.55	0.165		1.00	spray 2 oz	0.79	0.355	1.75
corn remover ..	1.17dz	0.36dz	0.16 c	PYCAZIDE (1154 SNP)				hand and body lotion	8 oz	0.57	0.255
GIVENCHY 111 (1589 Givenchy)				tablets, 50 mg 500				parfum ¼ oz	1.74	0.785	3.85
perfume				REVLON (1052 Revlon)				de luxe ½ oz	2.82	1.27	6.25
atomiser 7 g			4.50 •	Eyemakers a la Carte				purse ½ oz	1.33	0.60	2.95
toilet water				eye shiners .. .. ..	..	..	0.66 •	refill ½ oz	0.88	0.395	1.95
atomiser 100 g			4.30	lid lights .. .. ..	..	..	1.10	soap-on-a-rope 5¾ oz	0.69	0.205	1.35
HYDROSALURIC-K (837 MSD)				face make up .. .. ..	..	..	1.32	sponge ball set 2.43	0.73	4.75	
tablets pack of 25			d	cheek shines .. .. ..	..	..		talc shaker 3 oz	0.50	0.225	1.10
HYPON (218 Calmic)				Rheumajecta (444 F.A.I.R.)				whipped cream milk bath 6¾ oz	1.00	0.30	1.95
tablets 10 0.64 (19½ dz)	0.19	0.12 †DDI	c	RHEUMAJECTA (1563 Enzypharm)				ZUMAX (176 BCLO)			
50 0.20 (19½ dz)	0.075	0.37 †DDI		RONSON (1079 Ronson)				nutritional supplement 150 ml	2.70dz	..	0.40
125 0.43 0.16	0.79	0.79 †DDI		electric razors							
300 1.00				model M 21 5.44	1.63		9.13 i	AMENDMENTS TO KEY TO SUPPLIERS			
600 1.85				RS 25 4.29	1.29		7.21 a	I37 Blakoe	= Blakoe Ltd, 229 Putney Bridge		
5000 12.00			†DDI	tiara TS 850 5.44	1.63		9.13	Road, London SW15.			
IMMAC (655 1CC)				rechargeable RS 855 11.12	2.98		18.32	01-870 0973			
hair removing cream				hairdryers			d	Declon Sponges Ltd, Cranbome			
27 g 1.62dz	0.73dz	0.25	a	Escort ES 66 5.99	1.80		10.06 a	Road, Potters Bar, Herts.			
54 g 2.59dz	1.17dz	0.40		Escort 2000 ES 001 6.86	2.06		11.52	Potters Bar 5715			
sachet 0.65dz	0.30dz	0.10		de luxe ES 002 8.00	2.40		13.44	363 DS			
lotion 78 g 2.34dz	1.06dz	0.36 a		Rio single RI 7 3.99	1.20		6.71	386 Douek	= E.M.Douek & Co Ltd, 62		
INAPASADE (1154 SNP)				dual RI 1/4 4.27	1.28		7.17	Gloucester Place, London			
granules 1000 g				single RI 6			d	W1H 3HL. 01-935 1309			
Interacton (444 F.A.I.R.)				dual RI 3			d	Eylure Ltd, Grange Industrial			
INTERACTON (1563 Enzypharm)				SILVIKRIN (105 BTD)				Estate, Llanfrechfa Way,			
JUNO JUNIPAH (312 AC)				hair spray regular 1.765dz	0.79dz		0.26 c	Cwmbran, Monmouthshire.			
salts ..	1.49dz	0.45dz	0.20% c	SOVOL (235 CW)			c	Cwmbran 66611			
JUSTINE (Feraud) (480 FP)				liquid 4 oz 2.10dz	0.60dz		0.29	710 Knox	= Knox Laboratories Ltd, 5		
eau de toilette 2 oz 0.75	0.34	1.70		tablets 12 1.08dz	0.31dz		0.15	Western Road, Aston Clinton,			
4 oz 1.30	0.58	2.80		24 2.10dz	0.60dz		0.29	Aylesbury, Bucks. Aston			
16 oz 2.80	1.26	6.20		50 2.74dz	0.78dz		0.38	Clinton 8121			
atomiser 2½ oz 1.60	0.72	3.60		Stimulash (1382 Garotta)			d	= M.C.P. Pharmaceuticals Ltd,			
perfume ½ oz 0.70	0.32	1.60		STIMULAWN (1382 Garotta)			i	Alperton, Middlesex.			
½ oz 1.35	0.61	3.00		SUN REAL (918 Or-Lem)			i	01-903 4411			
½ oz 2.25	1.01	5.00		whole orange/lemon 1.08dz	tax paid		0.12	= Multipax Chemicals Ltd, 121			
2 oz 5.40	2.43	12.10		low calorie orange/lemon 0.80dz	tax paid		0.09	Norwood Road, London			
atomiser ½ oz 1.40	0.63	3.20		low calorie pineapple/lime juice cordial 0.93dz	tax paid		0.10	SE24. 01-671 0975			
KINX (1073 Robinson)				TANNAFAX (208 BW)			c	918 OrLem	= Or-Lem Ltd, AVI House,		
pleated wool mini ..	2.75		c	entire entry			d	Bridgefoot, Stratford-upon-Avon. Stratford-upon-Avon 5671			
LEVIUS (973 Pharmitalia)				TAYLORS (1073 Robinson)				1225 Thermega	= Thermega Ltd, Ermyn Way,		
capsules 20 0.15	0.045	0.27	•	belladonna plasters porous				Leatherhead, Surrey. Ashtead			
250 1.75				breast 6 in 0.888dz	0.265dz		i	73433			
MAGNAPEN (103 Beecham)			•	7 in 1.021dz	0.305dz			1408 Rayner	= Rayner & Co Ltd, 11		
capsules 20 2.50				boil plasters 3 0.907dz	0.27dz			Commercial Road, London N18.			
100 11.80				144 2.27	0.74			01-807 0441			
vials 10 3.68				corn plasters				1514 Brocapharm	= Brocapharm Ltd, Trend House,		
MENTHACOL (976 PL)			•	sal acid 1½ x 3in 20%	0.315dz	0.095dz	c	Pyrford Road, West Byfleet,			
cold remedy 2.345dz	0.635dz	0.30		40% 0.353dz	0.265dz			Surrey. Byfleet 42297			
MIST KAOLIN ARMOMAT (576 PH)			i	poorman's plaster 0.92dz	0.275dz		i	1553 Contactasol	= Contactasol Ltd, 2 Portsmouth		
500 ml 0.21				sponge rubber adhesive 2.804			c	Road, Kingston-on-Thames.			
NAIR (235 CW)			c	½ x 36 x 18in 2.222				01-546 4964			
cream sachet 12 g 0.86dz	0.37dz	0.13		unspread ½ x 36 x 18in 2.089				1563 Enzypharm	= Enzypharm Biochemicals Ltd,		
tube 30 g 1.81dz	0.77dz	0.27		½ x 36 x 18in 1.505				179 Heath Road, Twickenham,			
lotion sachet 25 g 0.86dz	0.37dz	0.13		superfoam adhesive ½ x 36 x 18in 1.194	0.355			Middlesex. 01-892 2028			
tube 115 g 2.86dz	1.22dz	0.43		½ x 36 x 18in 1.59	0.475						
NIKINI (1073 Robinson)				unspread ½ x 36 x 18in 0.859	0.255						
pads 12 4.32				½ x 36 x 18in 1.304	0.39						
NORINYL-I (1584 Syntex)				wintergreen and capsicum 0.685dz	0.205dz		c				
tablets multi-pack 20 x 21	5.65		†s4Bi	plasters 7 x 11in 1.368dz	0.41dz						
NORINYL-2 (1584 Syntex)				TOPILAR (1584 Syntex)							
tablets multipack 20 x 21	6.33		†s4Bi	cream 500 g			d				
NYSTAN (1176 Squibb)				ointment 500 g			d				
pessaries 15 0.42				UNG MORRHUA CO (576 PH)			a				
100 2.64				25 g 0.09	0.03	0.16					
vaginal tablets				VEDRAL EXPECT (1310 WW)							
Oculucion (444 F.A.I.R.)				linctus 300 ml 0.52	0.155	0.93‡s1s4A•					
OCULUCIDON (1563 Enzypharm)				100 0.55	0.165	1.00 i					
ODOL (235 CW)				TOGAL (533 Grabowski)							
mouthwash 45 cc 1.66dz	0.47dz	0.23		tablets 42 2.10dz	0.63dz	0.32 r					
85 cc 2.66dz	0.76dz	0.37		TOPILAR (1584 Syntex)							
toothpaste 60 g 1.08dz	0.31dz	0.15		cream 500 g			d				
107 g 1.93dz	0.55dz	0.27		ointment 500 g			d				
ORGANIDIN (1305 WB)				UNG MORRHUA CO (576 PH)			a				
solution 25 ml 0.29	0.087	0.52 c		25 g 0.09	0.03	0.16					
ORLANE (1145 Sirex)				URISPAS (1584 Syntex)							
eyebrow pencil gold/silver			1.00 •	tablets 1000 23.95							
eye shadow/ cheek gleamer				Vasolastine (444 F.A.I.R.)			†s4Bi				
OVERONES (137 Blakoe)				VASOLASTINE (1563 Enzypharm)			d				
100 0.55	0.165	1.00 †s4B		VIACUTAN (1305 WB)			i				
				cream 1% 25 g 0.18	0.054	0.32 c					

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Pharmaceutics laboratory

macy had been formed and enjoyed a considerable reputation for its undergraduate teaching and its post-graduate research. The pharmacy department at the College closed in the summer of 1971 and on October 11 the new department of pharmacy at Queen's commenced teaching at the medical biology centre adjacent to the Belfast City Hospital. The BSc degree in pharmacy then became the only entry to membership of the Pharmaceutical Society of Northern Ireland and registration as a pharmaceutical chemist.

The new department of pharmacy occupies temporary, although specially designed and constructed laboratories (pictured at the top of facing page); a permanent building will follow in two years. Lecture theatres, library and student common room facilities are provided in the main buildings of the medical biology centre, which undertakes the pre-clinical teaching for the faculty of medicine.

The department of pharmacy is, however, part of the faculty of science and thus enjoys the privilege of being closely associated with the work of both these faculties. We feel that this mingling of the embryo pharmacist, with the embryo doctor and the embryo scientist has much to recommend it. Students frequently learn far more from each other than they do from their tutors, and we are certain that this arrangement will do much to strengthen the bonds and aid the work of these allied professions in Northern Ireland.

Honours degree

The BSc (Honours) degree in pharmacy is based on a four-year course, although students who have attained a sufficiently high standard of A-level results in the GCE examination are encouraged to take a three-year degree by entering directly into the second year (level 1) studies.

For the four-year degree, studies commence with the intermediate (level 0) year in which the subjects are normally chemistry, physics, mathematics and a biological subject. In the second year (level 1), physiology is taught in the department of physiology at the medical biology centre, chemistry in the departments of chemistry at the David Keir Building, and pharmaceutics in the de-



Pharmacy practice laboratory

partment of pharmacy. The final two years in the course (levels 2 and 3) are spent in the department of pharmacy and comprise the four traditional subdivisions of pharmacy: pharmacology, pharmaceutics, pharmacognosy and pharmaceutical chemistry together with an elective topic on a specific aspect of pharmacy practice or research carried out in the final year on a project basis.

Specialised courses

Currently specialised courses in chemical topics, notably physical instrumentation, are also held in the department of chemistry during the level 2 and 3 courses. The context of the degree course has purposely been maintained as flexible as possible to allow for the future insertion of courses on business administration and management, on analytical and quality control techniques, and for an increase in the biochemistry and therapeutics content of the pharmacology course.

Post-graduate research may lead to PhD or MSc degrees and currently the following are examples of research topics being actively pursued in the department: the pharmacology and toxicology of sympathomimetic amines with particular reference to hypoxia (in collaboration with the department of therapeutics and pharmacology), the development of methods for the screening of drugs for ototoxicity, the influence of specific drugs on diagnostic tests, the synthesis and biotransformation of azasteroids, the phytochemistry of the genus *Psychotria*, the mechanism of action of antimicrobial agents, freeze-drying of viruses, the chemotherapy of virus infections.

Emphasis has also been given to continuing the organisation of short courses aimed at keeping practising pharmacists in touch with recent developments. Such courses were a specific feature of the former department at the Technical College and enjoyed the keen support of the pharmacists of Ulster.

In this present academic year it is proposed to give a refresher course of eight lectures on the pharmacology of drugs in common clinical use. Future expansion of academic teaching is also envisaged in the post-graduate field and preliminary discussions have already led to the founda-

tion of a MSc course in hospital pharmacy to commence, if possible, during the next University quinquennium.

It is fortunate indeed that this new era of pharmaceutical education in Northern Ireland has commenced at precisely the same time as the "quiet revolution in pharmacy" in the United Kingdom. The recommendations of the Noel Hall report are already being implemented in the pharmaceutical service of the Ulster hospitals, the enactments of the Medicine Act 1968 will also do much to enforce and expand the role of the pharmacist in the health team and define the responsibilities of the pharmaceutical profession in its privileged role in safeguarding the health of the community. It is fortunate that at this point in time there is no major pharmaceutical industry in Northern Ireland, but this must surely come and the new department can already claim to be preparing graduates to enter careers in that industry.

Reciprocal recognition

It must not be assumed that all students entering the new department of pharmacy are residents of Northern Ireland; a number come from England and some from Commonwealth countries (entry is via the normal UCCA application). In the last year discussions between the University and the Pharmaceutical Society of Great Britain culminated in the Council of the British Society recognising the degree granted in respect of pharmacy by Queen's as a means of entry to the British register of pharmaceutical chemists. In addition the Councils of the Pharmaceutical Societies of Great Britain and Northern Ireland have agreed on a new agreement for the reciprocal recognition of qualifications. Thus a pharmaceutical chemist registered in Northern Ireland can go to Great Britain and when resident there apply for registration which will be granted without impediment. The converse also applies.

It is obvious, therefore, that this new department of pharmacy at Queen's has a prime role to play in the development of pharmacy in Northern Ireland and indeed has a definite contribution to make to the future of the profession in the whole of the United Kingdom.

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COMMENT

A welcome challenge

The Bolton Committee's report on small firms (page 719) is a challenging document. It should certainly be welcomed by all those small companies that are confident in their own energy and general fighting trim, but it will afford cold comfort indeed to any who merely feel "it is time something was done" for them.

The terms of the report make it absolutely clear that the Committee sees the role of the small firm as a highly competitive one—as a prompter of greater efficiency in industry generally, and, particularly, the larger concerns around them.

That view is crystallised in the last of the eight "important functions", of small companies enumerated in the report: "They provide the means of entry into business for new entrepreneurial talent and the seed-bed from which new large companies will grow to challenge and stimulate the established leaders of industry".

The very fact that the Committee believed there was no case at present for discriminating in favour of small firms, underlines their opinion that there should be no "feather-bedding". Small companies are seen as a fighting force within the economy—and to disencumber this commando, more than 60 moves are suggested to get rid of the "inequities and disabilities which small firms now suffer": for example, the Committee found that the load of Government statistical requirements was several times heavier for small firms than for large, bearing in mind their respective resources. Steps are suggested to redress that imbalance.

Above all, the report will be welcomed for the force with which it underlines the importance of the role that efficient small firms can play in the economy, describing them, indeed, as a factor in the "health, if not the existence of the private enterprise system".

Even in stressing the decline of the UK small-firm sector, the Committee state their belief that before it becomes dangerous, "the natural resilience and inherent strength" of small firms will assert themselves.

The spirit of the report is, perhaps, best summed up in the comment of Mr John Bolton himself, when talking of the proposal to create of "Minister for Small Firms". He stated: "A minister is necessary because the way to get anything done is to make someone responsible for it".

Responsible for own survival

Small firms' responsibility for their own survival is as much at the heart of the report as is their value to the economy.

It should be added that the "viability figure" for a single privately-owned pharmacy is probably in the region of £30,000 a year turnover. It is reasonable, therefore, to suppose that the overwhelming majority of such pharmacies would come within the committee's working definition of a "small" retail business—£50,000 a year turnover—and so, within the scope of its recommendations.

By the same token, it is unlikely that the remarks concerning voluntary trading groups, contained in the accompanying Research Report on the retail sector, will go unheeded.

LETTERS

Being 'conned'?

C&D readers will recollect that at the February conference of Local Pharmaceutical Committees, the chairman of the Central NHS (Chemist Contractors) Committee informed representatives that "Sir Keith had said immediately that he would not agree to any form of arbitration".

It will also be recollected that a letter from Sir Philip Rogers of the Department of Health to the Central Committee in April stated, *inter alia*, that Sir Keith "was not implying that arbitration was ruled out as a matter of principle, merely that he saw no grounds for raising the question of arbitration at that time (since there seemed room for a negotiated settlement of the issues)".

In view of the obvious inconsistency of these statements and the disinclination of the chairman of the Central Committee to challenge Sir Philip Rogers' statement publicly, Plymouth and North-east London Local Pharmaceutical Committees combined to ask Sir Keith Joseph for a categorical statement as to whether or not

pharmacy was in fact denied arbitration at the December 1970 negotiations.

Predictably, the reply came not from Sir Keith but from an officer of the Department of Health who "had been asked to reply", and stated: "The matters which you raise on behalf of the North-east London and Plymouth Local Pharmaceutical Committees have been the subject of discussions and correspondence with those committees' national representatives, the Central NHS (Chemist Contractors) Committee. In May the Central Committee released for publication an extract from a letter from the permanent secretary of this Department, Sir Philip Rogers, which explained that arbitration is not ruled out as a matter of principle. The Department has nothing to add."

Presumably, there is something to hide, or someone to protect, and we must, it seems, content ourselves with conjecture as to what or whom.

Contractors will not, however, have failed to note after nine months of waiting that the promised "continuing negotiations" and "early appointment of experts" have as yet been conspicuously unproductive and will doubtless now be forming second judgments on the allegedly extravagant language of the undersigned when he warned representatives way back in February that "they were being conned".

R. G. Worby, Secretary
NE London Pharmaceutical Committee

No further use?

It has come to my notice that the VG Group are currently distributing Fisons Sanatogen Multivitamins to their supermarket branches here in Northern Ireland.

Fisons, having persuaded us to launch this product for them, would seem to have no further use for our talents, nor consideration for our efforts—until of course they produce the next new line. Surely by now we have learned enough not to lose the next round!

A. W. Oliphant
Maghera, co Derry

BOOKS

Pharmaceuticals. J. N. T. Gilbert and L. K. Sharp. *The Butterworth Group*, 88 Kingsway, London WC2B 6AB. 8½ x 5½in. Pp 205. £2.

This book gives a survey of the pharmaceutical industry for students at school or university who are contemplating a career in this field.

It gives a brief historical background to the industry and pharmacy and describes the development and properties of the more important drugs.

PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

NHS contract dispute bar to a planned service

Company chemists' opposition to limitation of the NHS dispensing contract is holding up Government action on a planned pharmaceutical service—but the Pharmaceutical Society is to press for draft legislation to overcome the difficulty. The Council of the Society was told last week that when representatives of the Committee on a Planned Pharmaceutical Service met those of the Department of Health in June to discuss the document on "Pharmacies in health centre areas," much of the meeting had been taken up with the difference between the Company Chemists' Association and the other bodies represented on the Committee concerning restriction of the right of contract entry for Part IV services.

For the Department, it had been emphasised that the difference was extremely important. Although Ministers had indicated that they had no objection in principle to the proposals included in the Committee's document, their final decision on whether or not to implement them would be materially affected by their knowledge that a specific proposal was likely to be highly controversial within the profession.

The Company Chemists' Association had stated consistently that its objection was one of principle. It was against any new restriction which could affect its members' businesses now or in the future.

Vital decision

Because he was convinced that the Government's decision on the question was vitally important to the future of general practice pharmacy, Mr W. M. Darling, president, said he had attempted to identify more precisely the problems which the Association considered it would face should the Committee's recommendation be implemented. But after further meetings with members of the Association, at which the whole question had been explored in detail, it became clear that the basic objection of the Association to restrictive legislation was deep rooted.

However, the Association's representatives had said that they appreciated that the Society had to continue to press the Department to implement recommendations of the Committee on a Planned Pharmaceutical Service. It would only be able to state how forcibly it would oppose legislation when drafts were available.

The president had decided that a further approach should be made to the Department informing it that the difference of principle between the Association and the other bodies represented on the Committee still existed, but suggesting that the extent of the Association's opposition to the proposed legislation could only be judged if draft clauses were produced for comment.

Mr J. Ferguson, an assistant secretary of the Society, had therefore met a

representative of the Department to explain the situation and request that draft legislation should be prepared. Developments had now to be awaited from the Department.

Council agreed that the Society should apply for membership of the pharmacy group of the European Economic Community.

A model of the Society's proposed new headquarters building at Lambeth was shown to Council. Members agreed that the basic design of the scheme of the new headquarters building for the Society on the Lambeth site should be approved and that the architect should be authorised to apply for detailed planning permission and for any amendment of the office development permit.

The Society had been represented at a meeting at HM Customs and Excise, when the effect on the health professions of the imposition of the proposed value added tax was explained. It was accepted that the position of pharmacy was complex, and that a further meeting with pharmaceutical organisations should be held.

Mr D. F. Lewis, secretary and registrar, reported that the 1972 Franco-British Pharmaceutical Congress would be held in the Isle of Man, May 5-8. The fee would be £33-£35, excluding travel.

The Education Committee reported that the Society's literature on careers in pharmacy had been revised and passed on to the working party for comment. Work would now proceed with the revision of colour slides used by the Society.

It was reported by the Organisation Committee that confirmation had been given by the Privy Council to alterations to the byelaws section XII (3) which would require at least five of the 10 members who nominated a candidate for the Council, to be from the branch of that candidate.

The clerk to the Privy Council had pointed out that most other professional bodies had recently adopted a clause making it impossible for a member to nominate more than one candidate at each election. It was recommended that an appropriate amendment to that effect should be made within the general revision of the byelaws.

Following recent publicity involving samples of medicinal products, the Practice Committee had considered the Society's policy. It was decided that after other interested pharmaceutical bodies had been consulted, a decision would be made at Council's December meeting.

It was agreed that the reply which had

been received from Sir Keith Joseph to a letter from the president asking that pharmacists from hospital and general practice pharmacy should be appointed to the steering committee for the NHS re-organisation management study, was unsatisfactory. The general practice sub-committee had been particularly concerned that the Secretary of State, in his reply, had said that "Your Society is in no different a position to very many other organisations which reflect particular professional or sectional interests."

The Society itself had not asked for representation on the committee. It was noted that two general medical practitioners had been appointed to the steering committee, as well as a member of the General Dental Council and several members of the medical and nursing professions engaged in the hospital service. It was recommended that the president should be asked to write again to the Secretary of State.

In the light of information that "child-resistant" closures for containers were likely to be marketed in volume in the spring of 1972, the Practice Committee agreed that the Society's policy on such closures should be reviewed. If such containers were to become generally available, it was felt that the Society would wish to be able to advise members not only on the principle of using them but also on the relative merits of various designs. It was felt that a British standard for the "child resistant" properties of a closure should be produced, and it was recommended that the British Standards Institution should be approached.

Warning labels

An inquiry had been received from a local pharmaceutical committee inquiring about the possibility of a suitable warning label being made available to be affixed to all dispensed iron-containing medicines. The general practice subcommittee felt it would not be wise to recommend that a particular form of labelling should be adopted only for iron preparations. All medicines should be kept out of the reach of children.

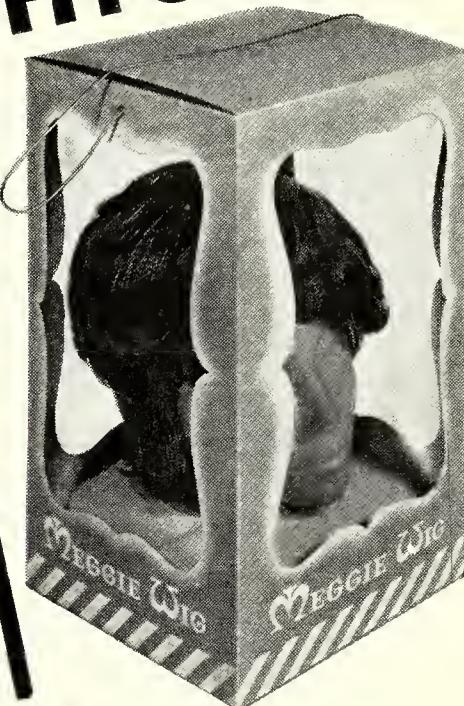
The chairman of the Ethical Committee, Mr W. A. Beanland, reported that information had been received that routine examination of a pharmacist's poisons register had recorded sales of 1,155 tablets DF 118, made within a period of three months, all to the same person. The inspector concerned had come to the conclusion that the purchaser was almost certainly an addict and had advised the pharmacist accordingly. He had suggested that no further sale should be made and had informed the police. The police had asked the pharmacist to inform them if the same person attempted to buy any more tablets. The following morning after a telephone call from the pharmacist, the police had arrested a man in the pharmacy and it had been established that he had a history of addiction to DF 118. He had signed using a false name.

The pharmacist thought that he had been justified in making the sales. It was agreed that he had been wrong in making continued sales of the tablets and that an appropriate letter should be sent to him.

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Irish Society's Council pledges support for drug safety week

The Council of the Pharmaceutical Society of Ireland agreed at its October meeting in Dublin to participate at national level in a "drug safety week" which is being organised to start at the end of this month by the Department of Health. Proposing the motion, the president, Mr R. J. Power, recalled that the Minister for Health, Mr Childers, had referred to the proposal at the Congress Banquet in Wexford. Mr Power said that pharmacists would have an active part to play in any campaign against drug misuse—for instance, in pointing out the dangers of tablets being left around the house, or of people for whom a prescription had not been ordered, taking tablets which had been recommended for someone else.

The public required to be educated about such dangers and about proper drug storage, to prevent possible fatalities; and that was something which concerned all pharmacists. It was vital that adequate measures be taken in every home to protect children from the dangers of medicines left lying around. In view of the fact that the Department was about to launch a publicity campaign it was important that pharmacists should co-operate. He understood the campaign would be launched at the end of November.

He had given the Minister a personal assurance that pharmacists would co-operate in promoting such a campaign.

Important message

Supporting the suggestion, Mr M. F. Walsh suggested the adoption of some such slogan as "There is no such thing as an absolutely safe drug". That kind of message must be got across.

Mr R. J. Semple said he was delighted with the proposal because in some health campaigns pharmacists had been ignored and had not been able to help the public when inquiries were made about such campaigns. Their aim should be to identify pharmacy with the health of the nation.

He looked forward to further contacts with the Minister on matters affecting the nation's health.

Arising from the Postgraduate Education report, Mr Semple announced details of a course in physiology and pharmacology which would be held in Cork city during November-March inclusive. The course, for which the fee would be £30, would be for community, hospital and industrial pharmacists to bring their knowledge of the mode of action of drugs up-to-date. It was also designed to enable pharmacists to communicate more effectively with members of other professions and with the public and he appealed for the support of all pharmacists, living within a 50 miles radius of Cork.

Each of the five courses would occupy three successive evenings, beginning November 9-11 inclusive, and ending March 6-8. All details to be obtained from the Director, Postgraduate Education Committee, College of Pharmacy, Dublin.

Survey on structure of pharmacy

The chairman of the Practice of Pharmacy Committee, Mr Walsh, referred to the projected survey into the economics, education and professional structure of pharmacy. The urgency of such a survey, he said, had been heightened by the country's pending entry into Europe. The survey would be undertaken by the Economist Intelligence Unit of Ireland and would cost £2,000. He was anxious to hear the views of members, particularly from Regional Associations as to how this money could best be raised. Other professions had already obtained similar surveys and he believed such an undertaking was vital at this juncture.

Agreeing, Mr J. P. O'Donnell said that at present one of the inhibiting things about pharmacy was that students on leaving college could not employ the basic skills they had acquired.

The nursing, medical and other professions were handing out drugs, and unfortunately, pharmacy was being relegated to that level—of merely handing out drugs. Some people, apparently, confused the handing out of drugs with the dispensing of medicines and now pharmacy was left with that "inhibiting and destroying image", with the result that while the pharmacist was equipped with the vital basic skills he was not given much outlet to employ them at community pharmacy level.

Things would be different if pharmacists had the sole dispensing for the entire community. They would then be working with the doctor—not for him.

At present the pharmacist's light was hidden under a bushel but with the advent of the new Health Scheme he looked forward to the pharmacist being assigned his rightful role in the medical field. They could then look forward to playing a constructive part in arresting the incidence of drug dependence which had increased considerably in recent years. This was one of the first things pharmacists had to arrest but at present with such easy access to medicines from other channels the pharmacist was not fully involved in the dispensing and compounding of these preparations.

The president said the new concept was to involve the public in drug education; to inform them of the dangers of drugs and of their pharmacological properties. The medical profession was doing this

and pharmacy should play its part and direct its efforts towards the youth.

Mr Walsh said he would like to see posters sent to every school warning of the dangers of drug abuse. It all came back to the role of pharmacists in health education. In Spain the pharmacist was involved in water analysis and in the polio scheme.

Mr Power said that one of the fields in which they could co-operate with doctors was that of sensitivity. They could be of immense assistance to the general practitioner in this work. This was something which should be discussed with the medical profession.

Mr Walsh said they should get together with the doctors on all matters on which there was mutual understanding and agreement. Pharmacists had a separate contribution to make both at national and public health level and they must co-operate in the various health fields.

The president referred to the two candidates defeated in the recent Council election and said he thought the thanks of pharmacy should go out to them for having sufficient interest to seek election. The number of pharmacists basically interested to go forward was very limited and the two pharmacists concerned deserved full credit.

On the motion of the president, a vote of thanks was passed to the organisers of the Pharmaceutical Congress in Wexford, a special tribute being paid to the president of the local committee, Mr Seamus Byrne, and the chairman, Mr John Sherwood.

The Congress had been remarkably successful and in line with the high standards set in previous years.

President's success

The three outgoing officers—president, vice-president and treasurer—were re-elected. Proposing the re-election of Mr R. J. Power as president, Mr J. P. O'Donnell said that when he was elected last year, members of the Council and of the Society felt confident that they had nominated a president of great promise whose term of office would be fruitful at a critical juncture in Irish pharmacy. Mr Power had fulfilled these expectations. His year had been marked by unselfish, devoted work and every aspect of pharmacy had benefited from his endeavours. Mr Power was familiar with pharmacy in all aspects—academic, veterinary, hospital, industrial, postgraduate and community pharmacy. He was also a member of the Joint Health Services' Negotiating Committee and they were lucky at this particular juncture to have a man of his calibre steering pharmacy in "these critical and big-decision days". It was with personal pleasure and great confidence that he proposed his re-election.

Professor R. F. Timoney seconded the proposal.

Proposing the re-election of Mr R. J. Semple as vice-president, Mr Power said he valued his support and comradeship over the years, particularly since his election as vice-president last year. Mr V. G. McElwee formally seconded.

Continued from page 735

The Registrar, Mr J. G. Coleman, reported that a letter had been received from the Minister for Health confirming the appointment of Mr Hugh P. Corrigan as pharmaceutical representative on the Eastern Health Board. Mr Corrigan was not present at the meeting, being present with Mr T. R. Miller as an observer on behalf of the Council at a four-day conference of the General Assembly of the Pharmaceutical Group of the European Community in Luxembourg.

Register changes

The following changes of address were noted: Mrs Pauline Lysaght, MPSI, to 29, Castlewood Avenue, Rathmines, Dublin 6; Daniel Carroll, MPSI, to Site 20, Pine Valley Estate, Rathfarnham, co Dublin; J. J. S. Dutton, LPSI, to 18, Rutland Road, Auckland 9, New Zealand; Daniel Walsh, MPSI, to 185, Shielmartin Drive, Sutton, co Dublin; Mrs Mary E. Cosgrave, Asst, to Sunnymead, Monument Lane, Kilbride, Arklow, co Wicklow.

The following were granted preliminary registration in the Pharmaceutical Assistants' Preliminary Register: Margaret Mary McDonagh, Carrowgarry House, Beltra, co Sligo; Brigid Anne Mary Flynn, 15, Grattan Square, Dungarvan, co Waterford; Ellen Gerard Lyons, South Mall, Thurles, co Tipperary; Mrs Frances Mary Campbell, Bridge Street, Westport, co Mayo; Catherine Mary Rita Nolan, "Rineen," Gort, co Galway; Hillary Cora M. Horan, Owenmore, Gurteen, co Sligo; Marie T. MacNeill, 16, Farmhill Road, Roebuck, Dublin 14; Teresa C. Birney, Castlebridge, co Wexford; Hanora M. O'Mahony, Glensharrold, Ardagh, co

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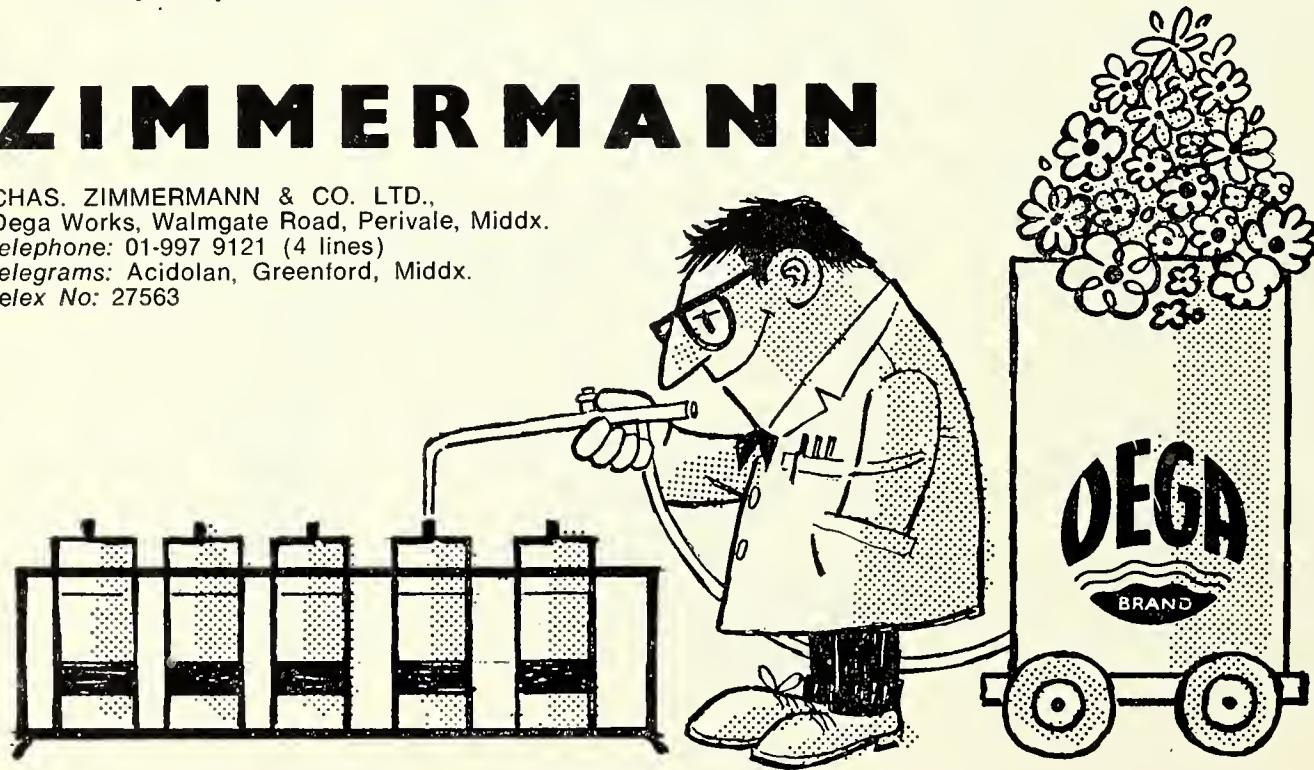
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Continued from page 735

The Registrar, Mr J. G. Coleman, reported that a letter had been received from the Minister for Health confirming the appointment of Mr Hugh P. Corrigan as pharmaceutical representative on the Eastern Health Board. Mr Corrigan was not present at the meeting, being present with Mr T. R. Miller as an observer on behalf of the Council at a four-day conference of the General Assembly of the Pharmaceutical Group of the European Community in Luxembourg.

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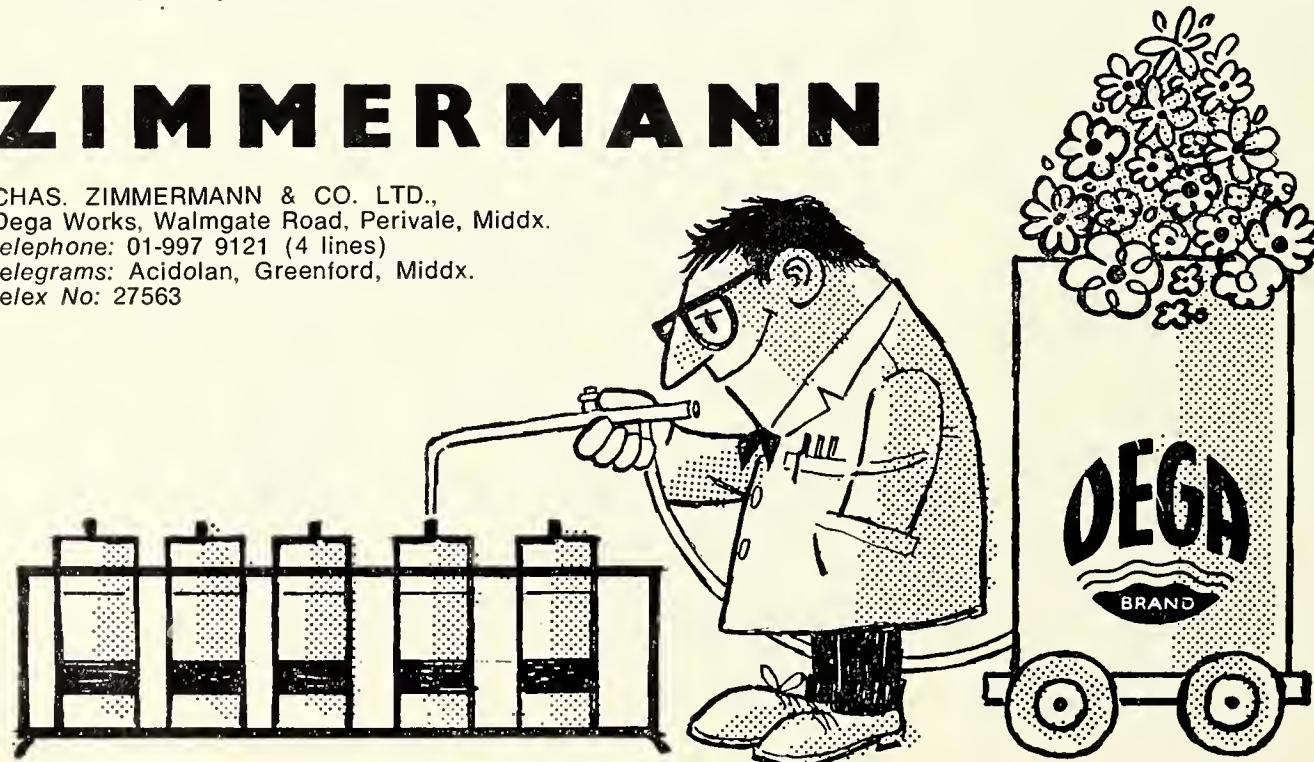
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MARKET NEWS

Citric acid prices move up

London, November 10: Domestic producers of citric acid put up their prices on November 8 by varying amounts—the granular hydrous by £14-£16 per metric ton according to quantity, and the anhydrous by £13 across the board. Mercury salts, on the other hand, were lower at the rates quoted below.

Lower among crude drugs were ipecacuanha, kola nuts and lycopodium. Dearer were pepper, balsam Peru and American lobelia herb. Natural camphor powder was easier for shipment while offers of Seychelles cinnamon bark were unobtainable.

A rise of £0.40 kg to £2.40 kg in the spot rate of lemongrass was about the only feature of the essential oil market. Last week's shipment rates for arvensis peppermint were shaded a few pence per kg. Petitgrain was £2.85 kg on the spot.

Pharmaceutical chemicals

Acetic acid: In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 90.5 per cent technical £81; 80 per cent grades pure £76.50; technical £69.50.

Acetomenaphthone: 100-kg lots, £5.62½ kg.

Benzolic acid: One-metric ton lots £30.42 kg.

Boric acid: BP grade per metric ton: granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

Brucine: (1-kg lots) alkaloid £21.75; sulphate £17.50.

Cantharadin: £75 per 100 g.

Carotene: Suspension 20 per cent £16.73 kg.

Cinchocaine hydrochloride: £42.50 kg.

Citric acid: BP granular hydrous per metric ton 50-kg lots, £337; 250-kg £325; 1,000-kg £313. Anhydrous £358, £346, £334 respectively. Premium for powder £10.

Dimidium bromide: 5-g lots £3.20 g.

Dextromethorphan: Hydrobromide £98.53 kg.

Ferrous gluconate: £628 metric ton in 50-kg lots.

Ferrous phosphate: In kegs £0.46 kg.

Gallic acid: 1,000-kg lots £1.54 kg.

Glucose: (Per metric ton in 10-ton lots), monohydrate powder £83.70; anhydrous £156; liquid 43° Baumé £99 (5-drum lots).

Guaiacol salicylate: £1.40 kg for 250-kg lots.

Homatropine: (500-*o*) Alkaloid £59.10 kg. hydrobromide £46.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25.

Hydrocortisone: Acetate or alcohol £0.25 g.

Hydrogen peroxide: 35 per cent, £130 per 1,000-kg in 50-kg containers.

Hyoscine hydrobromide: £314.25 kg.

Hyoscamine sulphate: per kg £55.50.

Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

Iron ammonium sulphate: 100-kg £205 per metric ton.

Iron and ammonium citrate: (Per metric ton) granules, 50-kg lots £620; 250-kg £602; 50-kg scales £790; green £830.

Iron phosphate: £470 for metric ton 50-kg lots.

Isoprenaline sulphate: 5-kg £16.50 kg.

Lactic acid: £570 metric ton for 50-kg lots.

Maraschino carbonate: (metric ton) heavy £192.50; light £175.

Mercury salts: Per kg in 50-kg lots: ammoniated powder £4.70; oxides—yellow £5.45 and red £5.90; perchloride £4; subchloride £5.10. Iodide £5.15 kg for 25-kg.

Methyl salicylate: Per metric ton in 5-ton lots £425; 1-ton £430, 500-kg £435.

Neomycin sulphate: BP 5-kg £27.50 kg.

Oilic acid: BP is £206.70 per metric ton delivered.

Oxalic acid: 20-ton lots about £170 metric ton.

Paraffins: (minimum 1-ton lots) liquid-BP £0.552 gall; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477. Jelly-soft white BP £95 ton; yellow BP £85.

Penicillin: Sterile sodium; potassium or procaine £12.92 per 1,000 Mu for 5,000—25,000-Mu lots.

Quinidine: Alkaloid (5-kg lots) £42.90; sulphate (50-kg) £39.

Quinine: (Per kg in 85-kg lots) Alkaloid £25.89; bisulphate £19.85; dihydrochloride £25.38; hydrochloride £24.80; sulphate £21.34; hydrobromide (15-kg) £25.70.

Salicylic acid: Per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.

Sodium citrate: £324 per metric ton.

Sodium potassium tartrate: £295 per metric ton.

Streptomycin: Sterile base or sulphate £15 kg for 25-kg lots.

Tannic acid: 500-kg fluffy £1.29 kg; powder £1.27.

Tartaric acid: (Per metric ton) 50-kg lots £422; 250-kg £417; £408 ton.

Crude drugs

Aloes: (metric ton) Cape primes £235 spot; £220 cif Curacao £800 spot; £760 cif.

Balsams: (1lb) Canada: £1.80 spot; shipment £1.75 cif. Copiba BPC £0.60; Para £0.40. Peru: £1.10 £1.05, cif. Tol: BP £0.70.

Cassia: Liorea, whole £650 metric ton, cif.

Camphor: BP natural powder £1.25 kg spot; £1.05, cif. Synthetic BP £0.57 kg in 500-kg lots.

Chillies: Zanzibar £510 ton spot; £475, cif.

Cinnamon: Seychelles bark not offering. Ceylon quills four O's £639; quillinos £437.

Colocynth puro: Spot £0.20 lb.

Dandelion: Root £485 metric ton spot; £465, cif.

Erot: Nominal.

Gentian: Root £500 per metric ton spot; £475, cif.

Ginger: (long ton) Cochin £235, cif. Jamaican No. 3 spot £1.100; Nigerian split £240, £190, cif.

Jan-Feb peeled £350 spot, £310, cif; Sierra Leone £350, cif.

Ipecacuanha: (Per lb) Matto Grosso £2.90 spot; £2.80, cif. Costa Rican £2.62 spot, £2.50, cif.

Kola nuts: African halves £78 metric ton spot; shipment £65, cif.

Lavandin: Anhydrous BP minimum 1.000 kg £340-£375 per metric ton; cosmetic grade £390.

Liquorice root: (metric ton, cif) Chinese £85;

Leb'eia: American herb £785 metric ton spot; £760, cif.

Lycopodium: Indian £1.85 lb spot; £190, cif.

Mace: Grenada £0.35 lb, fob.

Menthol: (kg) Chinese spot £6; shipment £5.70, cif. Brazilian £4.50, Nov-Dec £4.25, cif.

Pepper: Sarawak black £377 ton cif; white £565, cif.

Pimento: £845 ton, cif.

Turmeric: Madras finger £160 ton; £145, cif.

Boardroom, Greenbank Hospital, Plymouth, at 8pm. Mr T. Burville (assistant secretary, Guild of Social Service) on "Social services in Plymouth. Does pharmacy come into the picture?"

Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate Medical Centre, Leicester, at 8pm. A representative of British Oxygen Co on "Oxygen therapy."

Tuesday, November 16

Doncaster Branch, Pharmaceutical Society, Special Functions Room, Doncaster Royal Infirmary, at 7.30pm. Working dinner, to be attended by Mr J. P. Kerr (vice-president of the Society).

Tees-side Branch, Pharmaceutical Society, Scandinavian Room, Marton hotel and country club, at 8pm. Mr R. Cowley (Consultant, North Riding Infirmary, Middlesbrough) on "Drugs in use in ophthalmology."

Worthing and West Sussex Branch, Pharmaceutical Society, Broadmark hotel, Rustington, at 7.30pm. Discussion of resolutions to be put to Branch Representatives Meeting.

Ipswich and Suffolk Branch, Pharmaceutical Society, Postgraduate Medical Centre, Ipswich, at 8.30pm. Sir Derrick Dunlop on "The safety of medicines" (joint meeting with BMA).

Plymouth Branch, National Pharmaceutical Union, Continental hotel, Plymouth, at 7.30pm. Merchandising meeting in conjunction with Beecham's.

Reading Branch, Pharmaceutical Society, Southcote hotel, Reading, at 8pm. Mr K. A. Lees (a member of Council) on "An industrialist on Council—Why?"

Wednesday, November 17

Birkenhead Branch, Pharmaceutical Society, Joseph Mayer Rooms, Bebington Civic Centre, at 8.15pm. Dr D. Freshwater on "Some common dermatoses and their management."

Pharmacy Group, Socialist Medical Association, House of Commons, London SW1, at 7.15pm. Discussion: "Pharmacy—the National Health Service." Speakers: Mr Philip Crees, Mr W. M. Darling (president, Pharmaceutical Society) and Mr George Raine. Chairman, Mr Eric Ogden, MP.

Thursday, November 18

Bedfordshire Branch, Pharmaceutical Society, Red Lion hotel, Upper Sundon, Luton, at 8pm. Speaker from the Newcastle Pricing Bureau.

National Pharmaceutical Union, Mallinson House, 321 Chase Road, London N14, at 7pm. Meeting for members in Metropolitan area North of the Thames. Speakers: Mr A. Aldington, Mr D. N. Sharpe and Mr R. G. Worby.

Friday, November 19

Pharmaceutical Group, Royal Society for Health, The Tower of London, at 7.15pm. Informal dinner. Guest speaker: Mr C. M. Porter (Inspector General of the Water Guard) on "Drug smuggling in the United Kingdom today."

Advance Information

Intershop (formerly Display Market Week). January 9-12, 1972, at Olympia, London, W14.

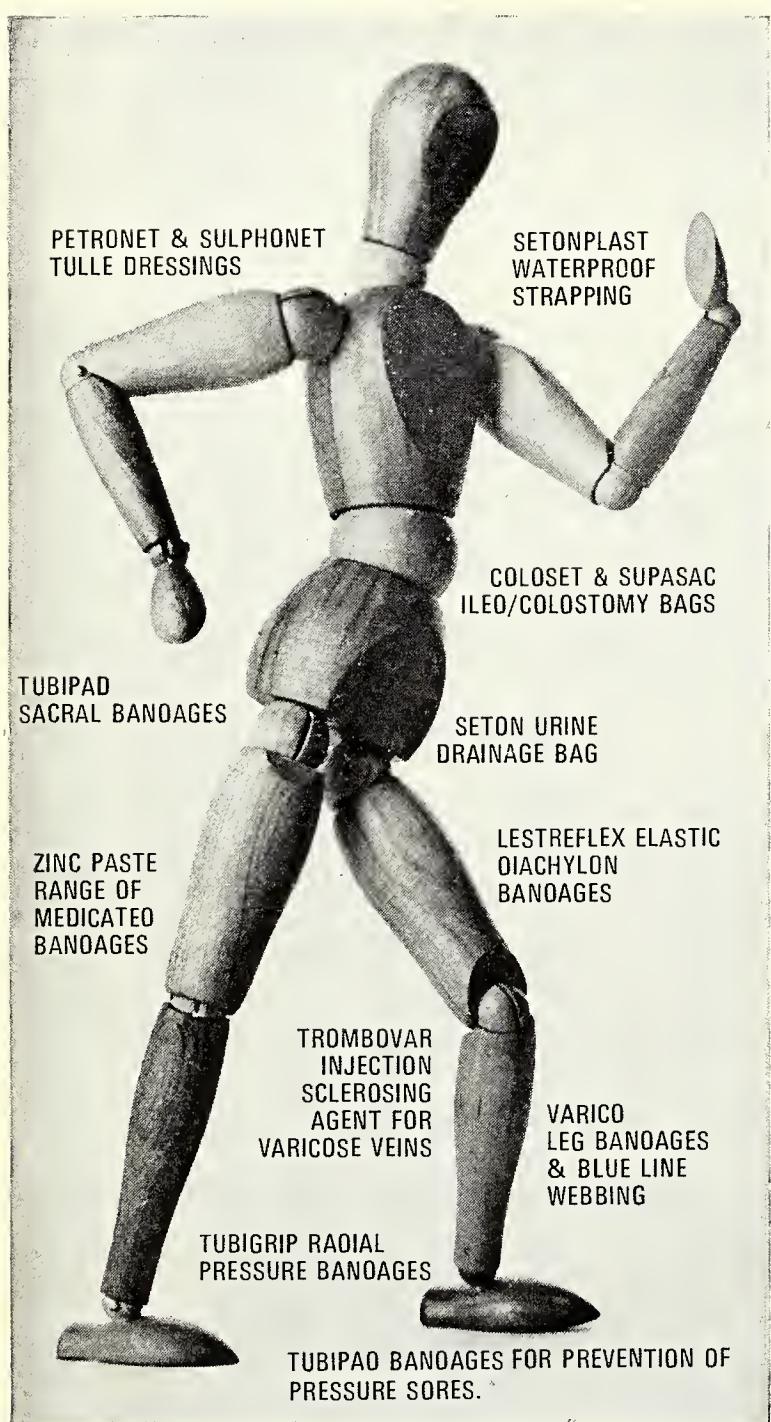
COMING EVENTS

Monday, November 15

Brighton and Hove Branch, Pharmaceutical Society, Brighton Polytechnic, Lewis Road, at 8pm. Representatives of Beecham's pharmaceutical division on "Antibiotics."

Plymouth Branch, Pharmaceutical Society,

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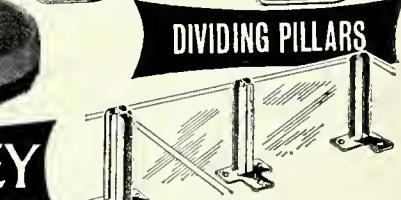
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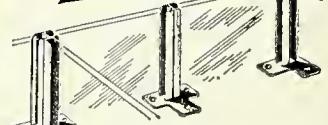
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SHOPFITTINGS — Manufacturers of chemists' fittings offer Special Terms to chemists opening or refitting in Nov., Dec. and Jan., willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

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A progressive Pharmaceutical Company with a range of Ethical products is looking for a suitable company with sales representatives calling on retail and wholesale chemists and facilities for carrying two or three Ethical products with outstanding sales potential, one of which is unique in its field and has enormous over the counter sales potential.

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FOR SALE. 770lb Sodium Alginate highly refined Kelcosol Brand, 25p per lb. 01-606 2532.

Tenders

LANCASHIRE COUNTY COUNCIL

Tenders are invited for the supply of the following during the period 1st March, 1972, to 28th February, 1974:

Schedule "A"—Drugs and Pharmaceutical Preparations.
Schedule "B"—Surgical Sundries, Instruments, Dressings and Nursing and Rehabilitation Equipment.
Schedule "C"—First Aid Cases.
Schedule "D"—Toilet Requirements (excluding soap products).
Schedule "E"—Dental Sundries.

Tender forms (please state which schedule(s) required) from the County Medical Officer of Health, Room 109, East Cliff County Offices, East Cliff, Preston PR1 3JN. Closing date for receipt of tenders 10am, Thursday, 9th December, 1971.

SURREY COUNTY COUNCIL. Tenders are invited for the supply of Antigens. Tender forms available from Chief Supplies Officer, Supplies Department, Blenheim Road, Longmead Estate, Epsom, Surrey, to be returned by not later than Monday, 20th December, 1971.

For sale

Drugstore North-West London. £875, short lease renewable. S.A.V. Multiple shopping centre. Box 1854.

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WHOLESALE DISTRIBUTION OF MINALKA

Concept's Minalka, the balanced dietary supplement for the release of muscular rheumatism, will be distributed to the pharmaceutical retail and wholesale fields through the services of branches and sales representatives of Barclay and Son Ltd.

The product relaunch by Concept is backed with extensive national and regional advertising support embracing a six figure annual budget. There will be an introductory bonus for the first three-month period of:

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Barclay & Son Ltd.
37/39 Devonshire Place,
Birmingham 1.

Barclay & Son (Croydon) Ltd.,
530 Purley Way,
Croydon, Surrey.

Reynolds & Branson Ltd.,
Leodis Works,
North West Road,
Leeds LS6 2UX.

Jaynox Ltd.,
Newstead Industrial Estate,
Trentham,
Stoke-on-Trent.

Jaynox Ltd.,
Albion Street,
Swinton,
Lancashire.

Jaynox Ltd.,
P.O. Box 9, Imperial Buildings,
Back Eaves,
Blackpool.

Wednesbury Wholesale Ltd.,
123 Industrial Estate,
Old Park Road,
Wednesbury,
Staffs.

Wyleys Ltd.,
Duggins Lane,
Tile Hill,
Coventry.

J. H. Haywood Ltd.,
Abbeyfield Road,
Lenton Lane,
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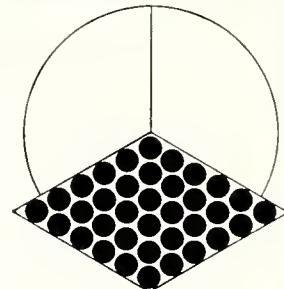
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